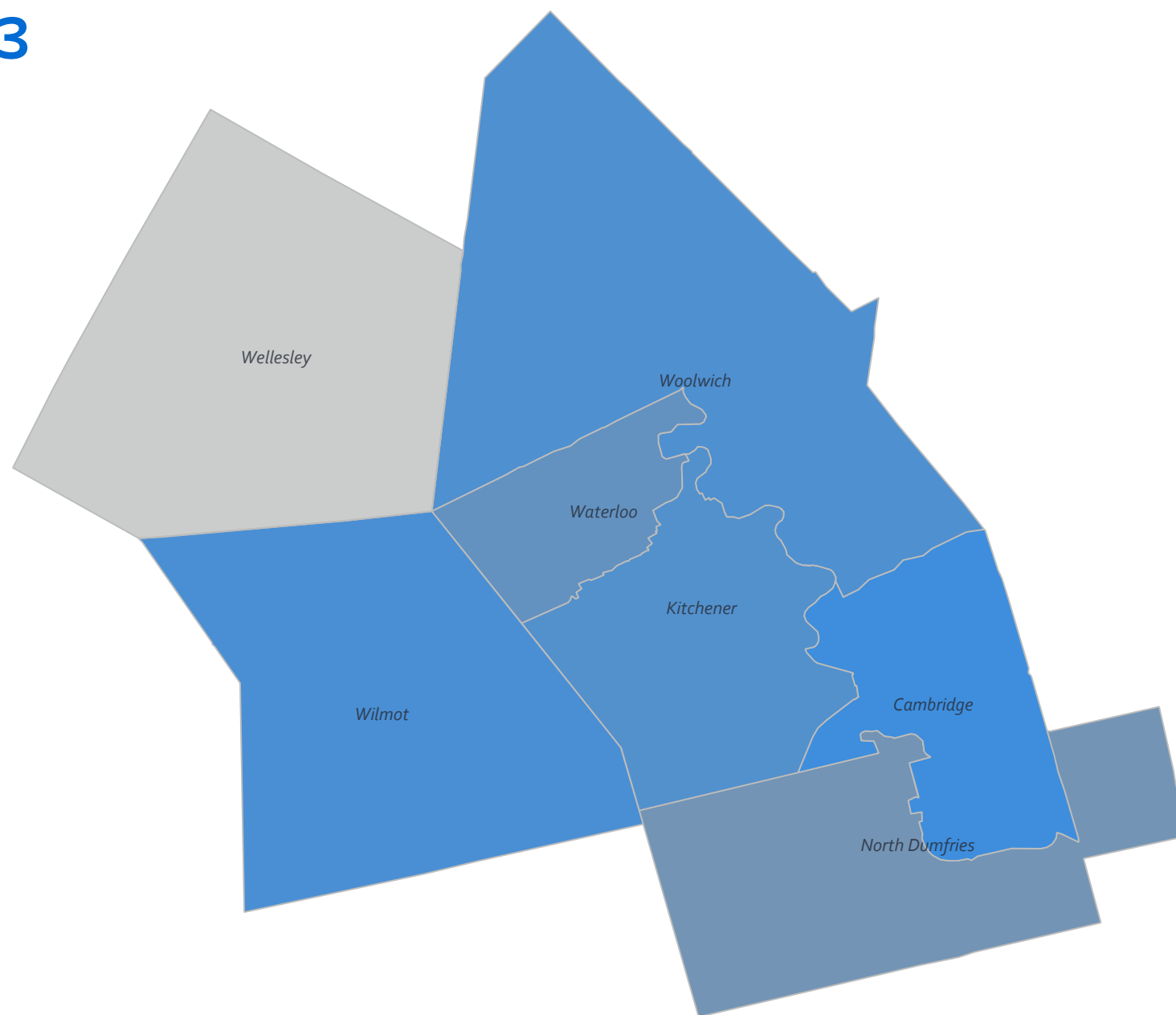


WATERLOO Q4 2023



SUMMARY OF EXISTING HOME TRANSACTIONS

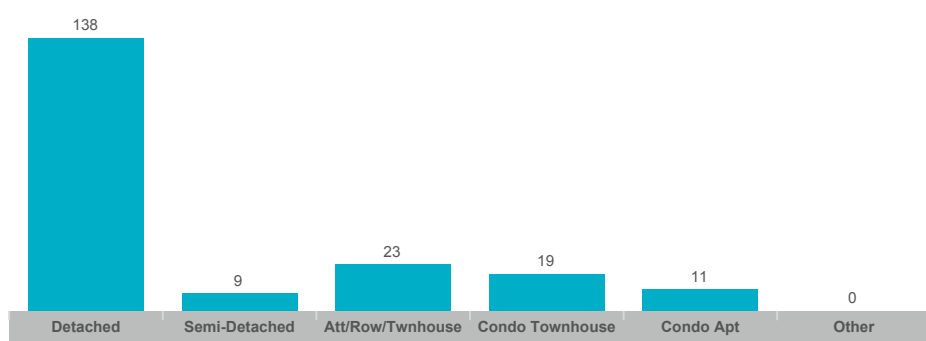
All Home Types 2023 Q4

Waterloo

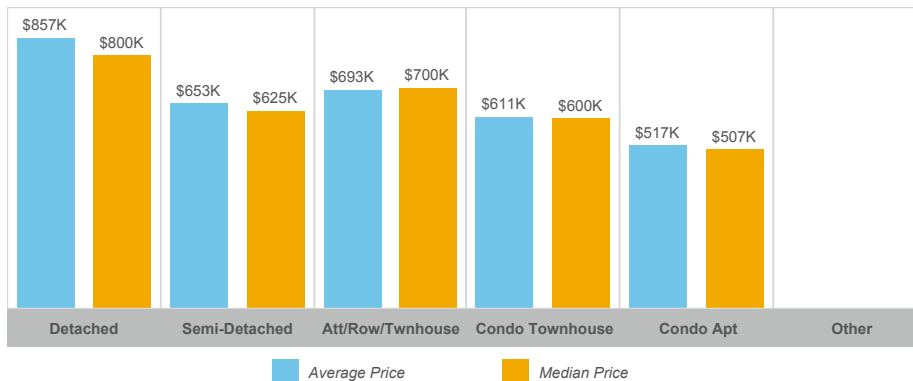
| Community | Sales | Dollar Volume | Average Price | Median Price | New Listings | Active Listings | Avg. SP/LP | Avg. DOM |
|----------------|-------|---------------|---------------|--------------|--------------|-----------------|------------|----------|
| Cambridge | 200 | \$157,392,697 | \$786,963 | \$742,500 | 423 | 147 | 101% | 22 |
| Kitchener | 316 | \$232,136,369 | \$734,609 | \$698,000 | 630 | 177 | 101% | 23 |
| North Dumfries | 10 | \$8,254,000 | \$825,400 | \$760,000 | 36 | 7 | 116% | 27 |
| Waterloo | 119 | \$97,715,586 | \$821,139 | \$745,000 | 260 | 96 | 99% | 29 |
| Wellesley | 4 | \$2,905,000 | \$726,250 | \$720,000 | 6 | 1 | 99% | 23 |
| Wilmot | 22 | \$26,868,000 | \$1,221,273 | \$782,500 | 32 | 7 | 97% | 34 |
| Woolwich | 22 | \$22,206,100 | \$1,009,368 | \$896,500 | 44 | 9 | 99% | 25 |

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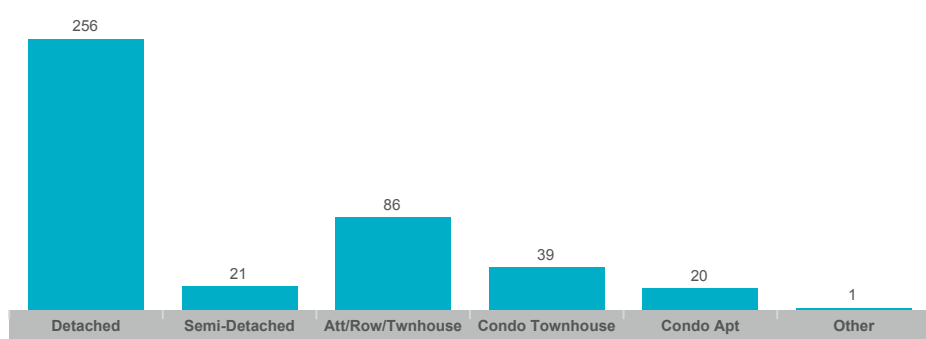
Number of Transactions



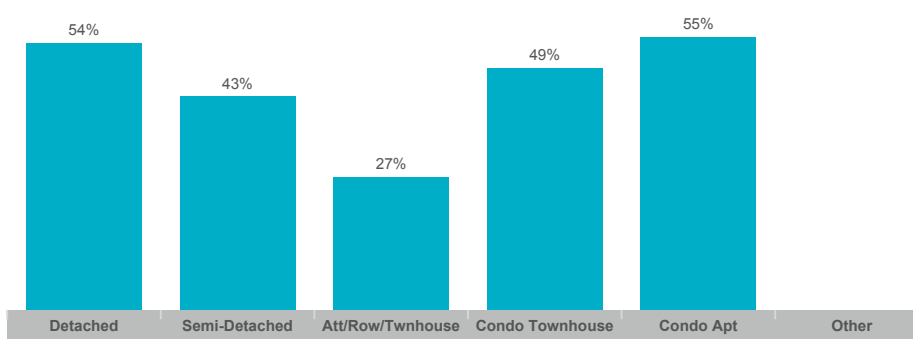
Average/Median Selling Price



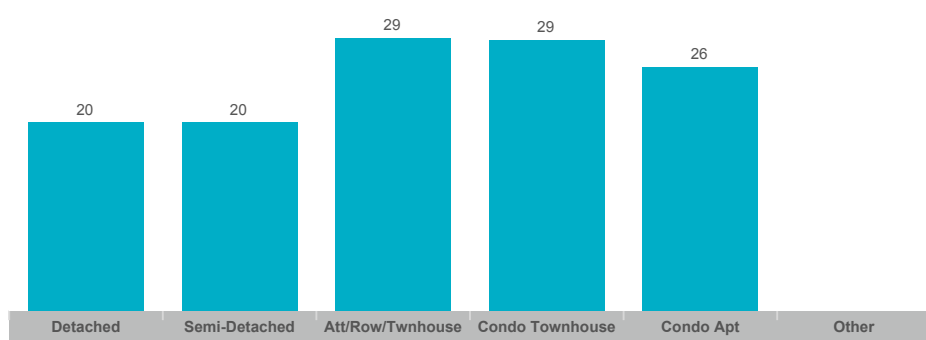
Number of New Listings



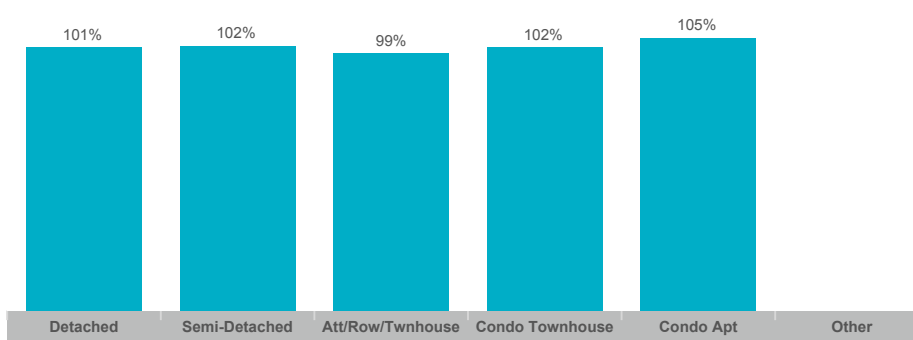
Sales-to-New Listings Ratio



Average Days on Market

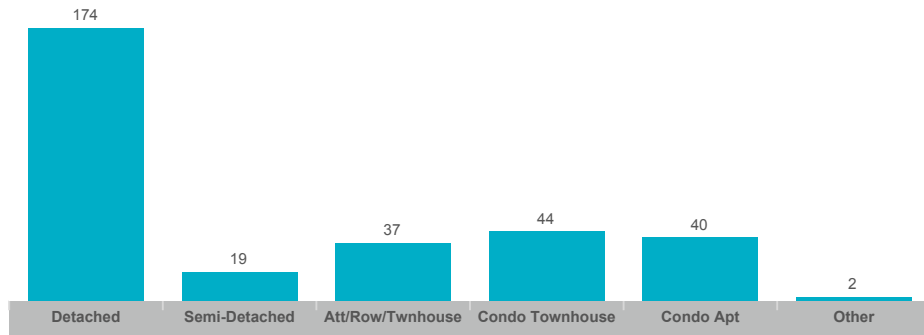


Average Sales Price to List Price Ratio

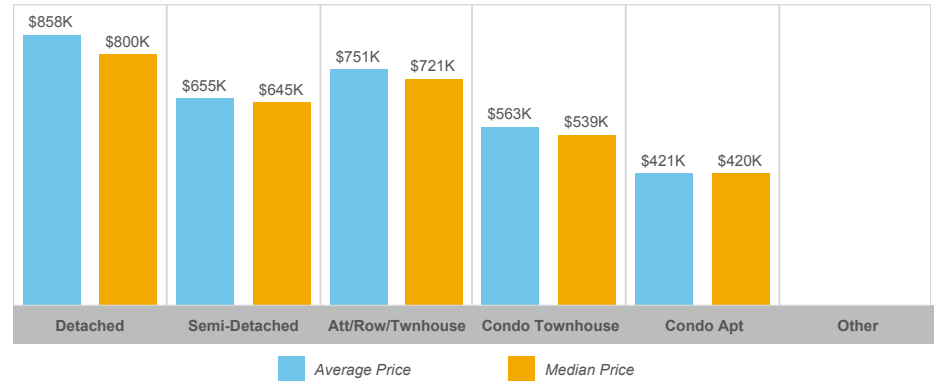


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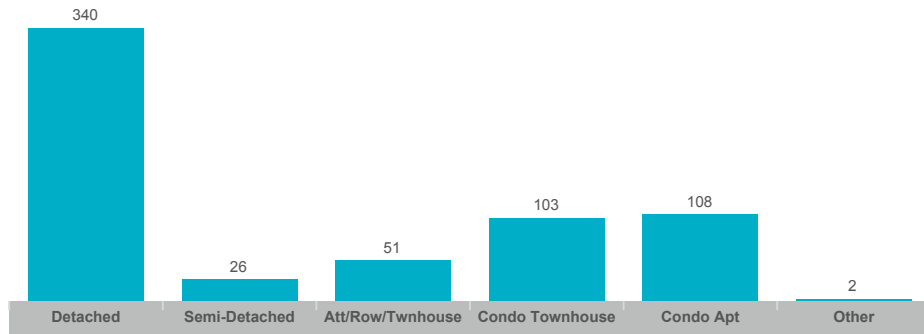
Number of Transactions



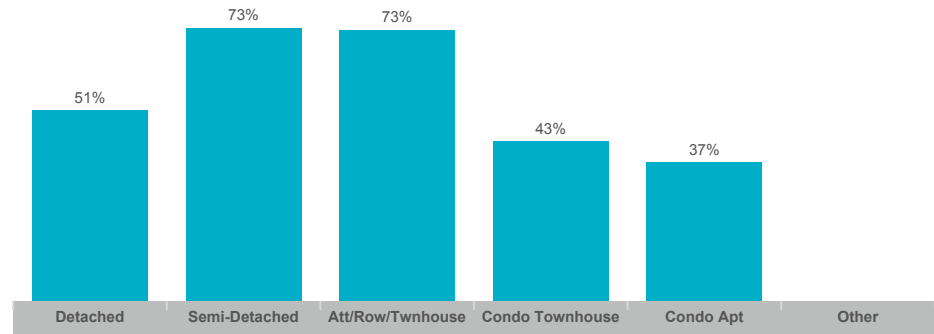
Average/Median Selling Price



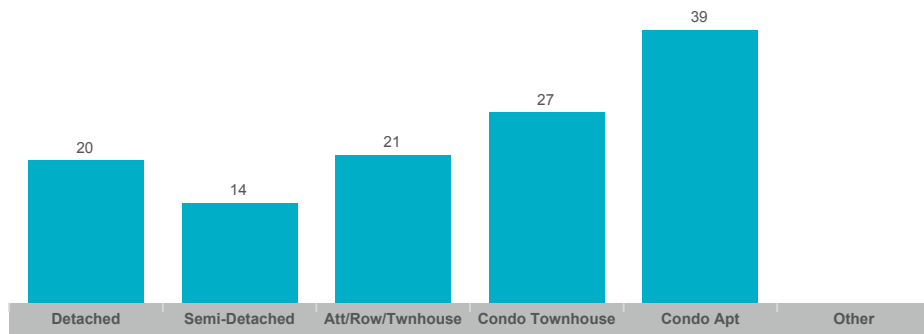
Number of New Listings



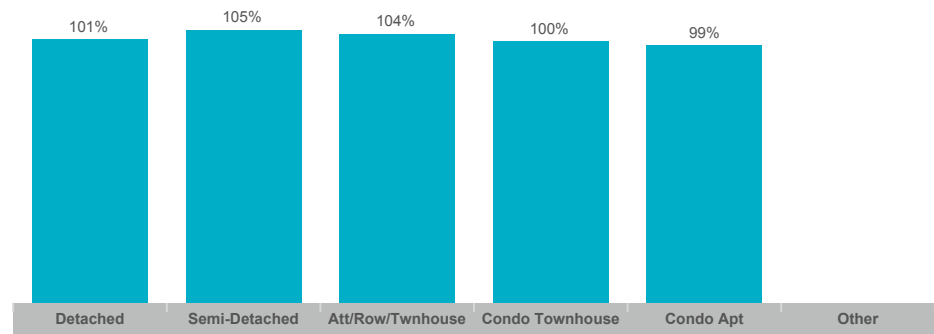
Sales-to-New Listings Ratio



Average Days on Market

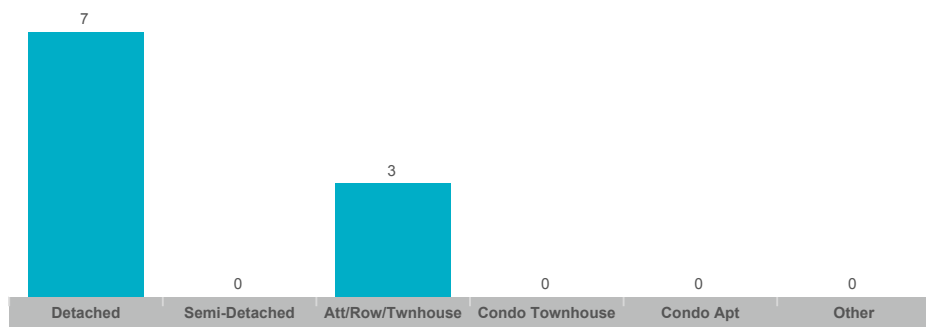


Average Sales Price to List Price Ratio

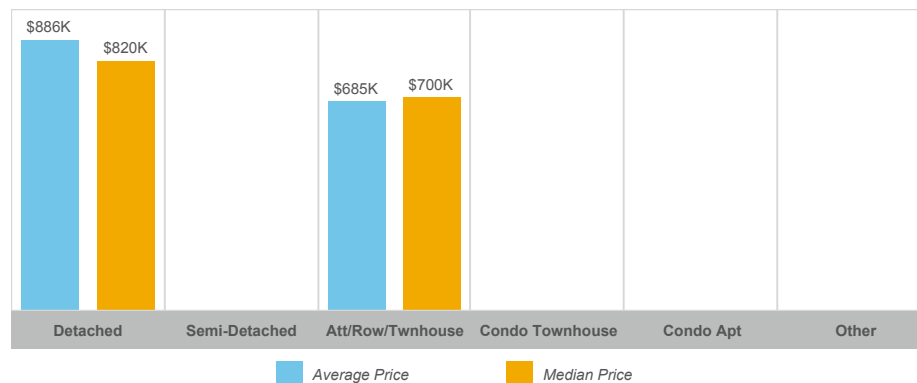


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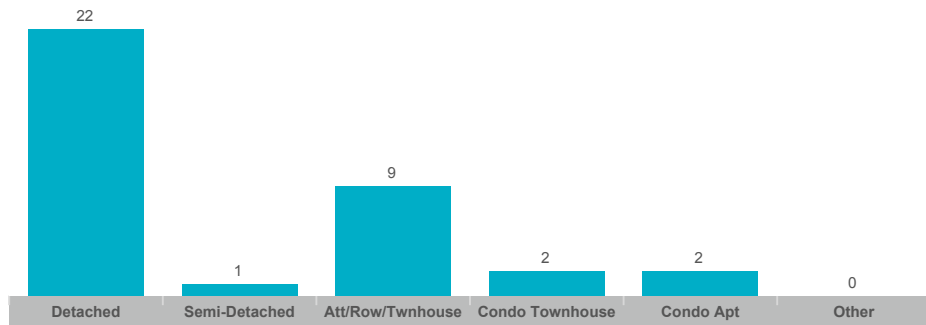
Number of Transactions



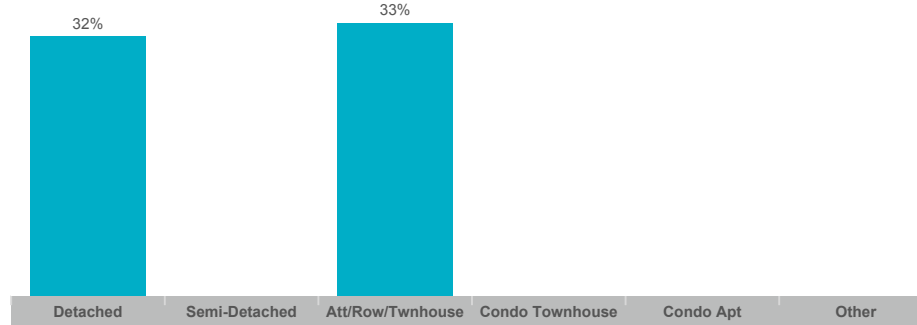
Average/Median Selling Price



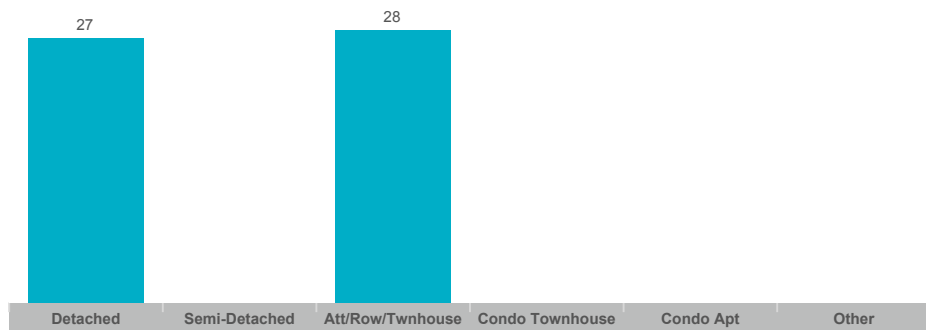
Number of New Listings



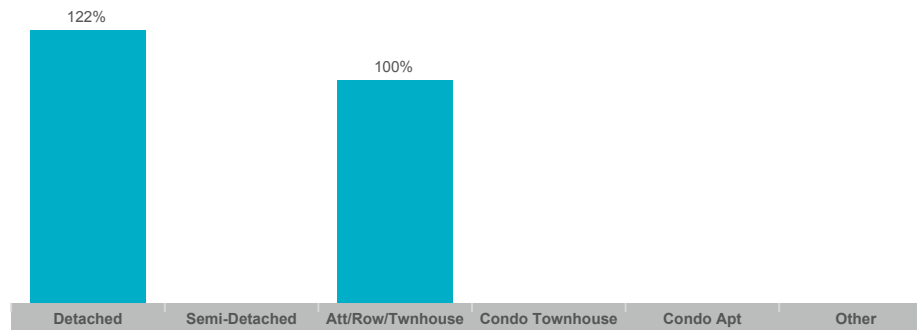
Sales-to-New Listings Ratio



Average Days on Market

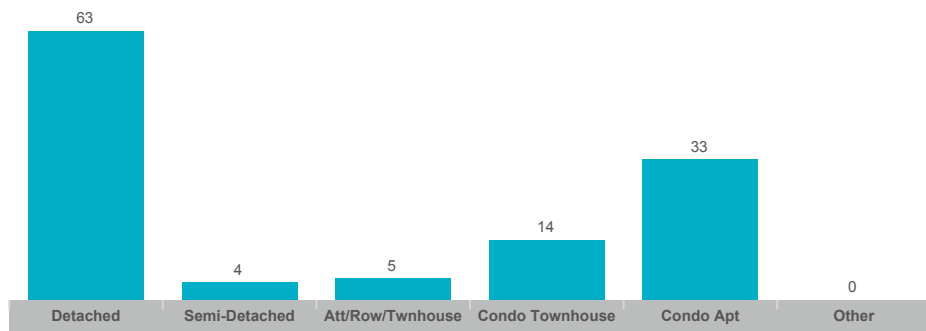


Average Sales Price to List Price Ratio

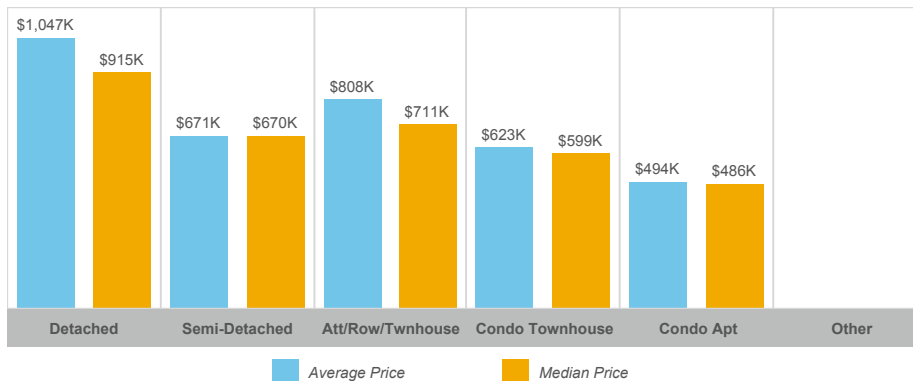


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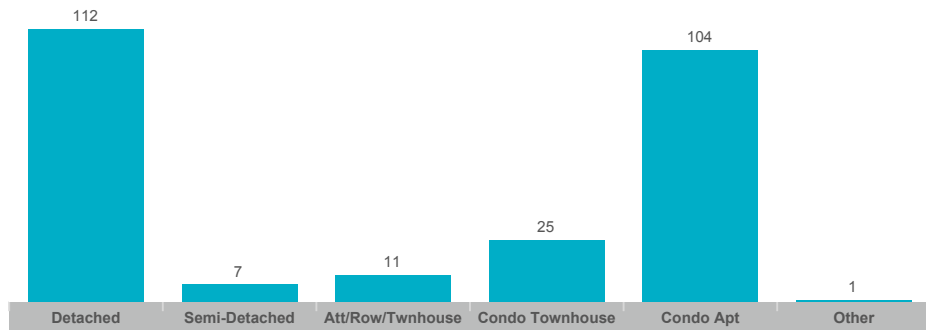
Number of Transactions



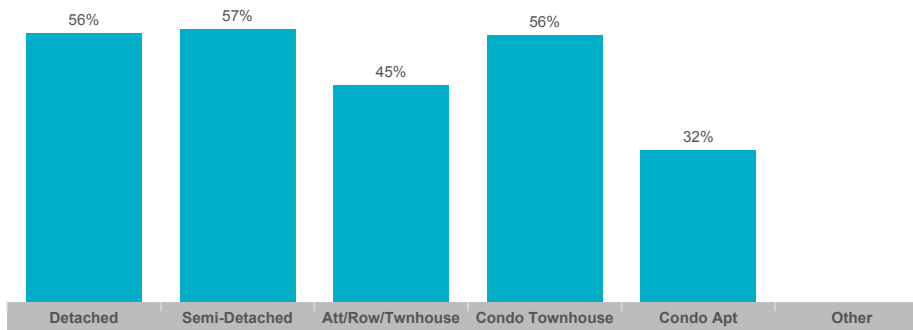
Average/Median Selling Price



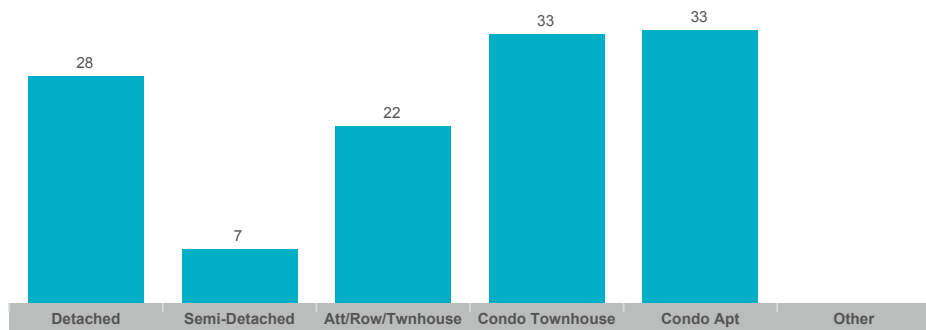
Number of New Listings



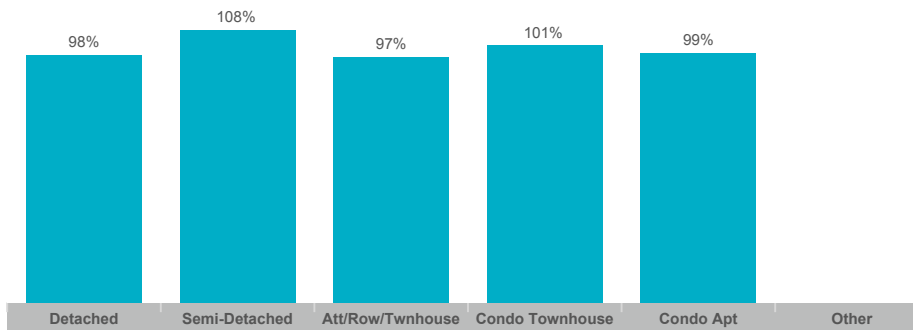
Sales-to-New Listings Ratio



Average Days on Market

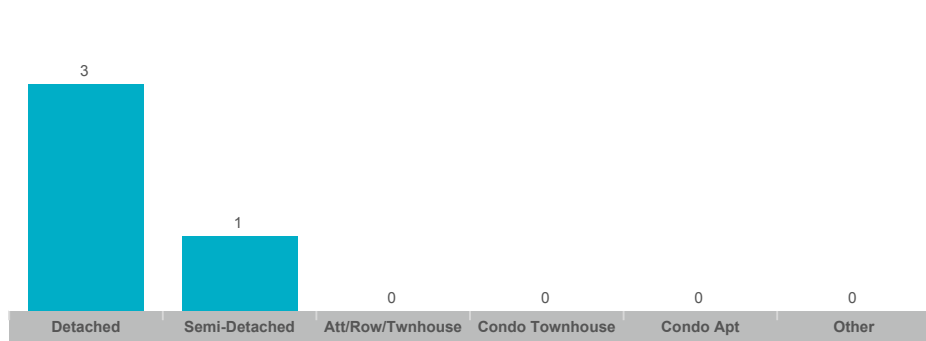


Average Sales Price to List Price Ratio

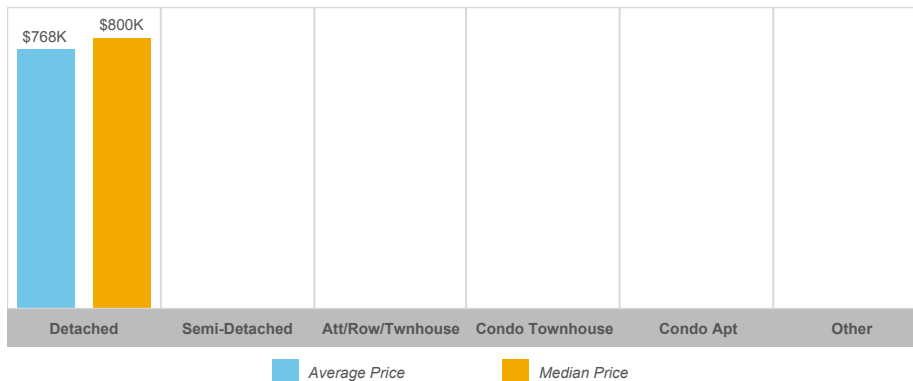


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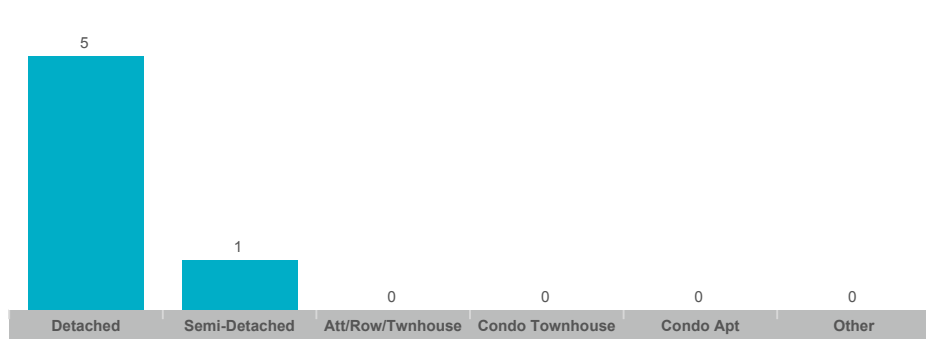
Number of Transactions



Average/Median Selling Price



Number of New Listings



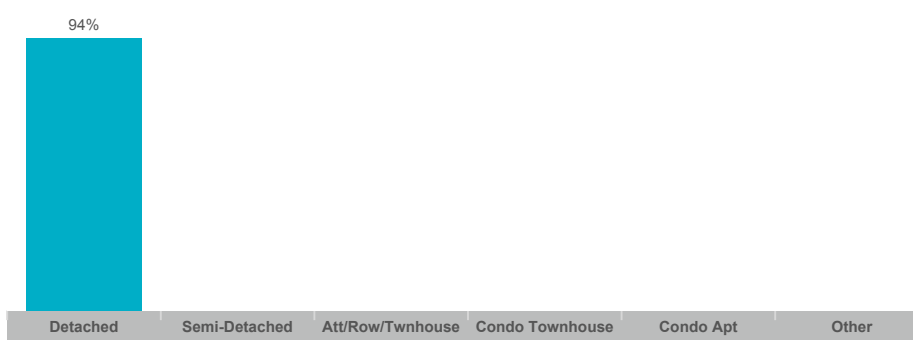
Sales-to-New Listings Ratio



Average Days on Market

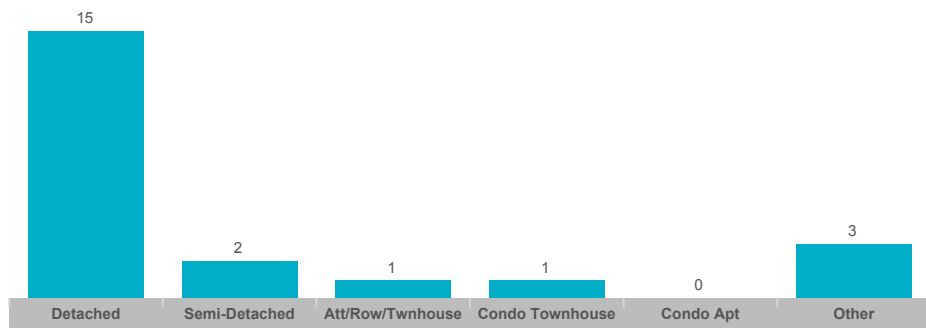


Average Sales Price to List Price Ratio

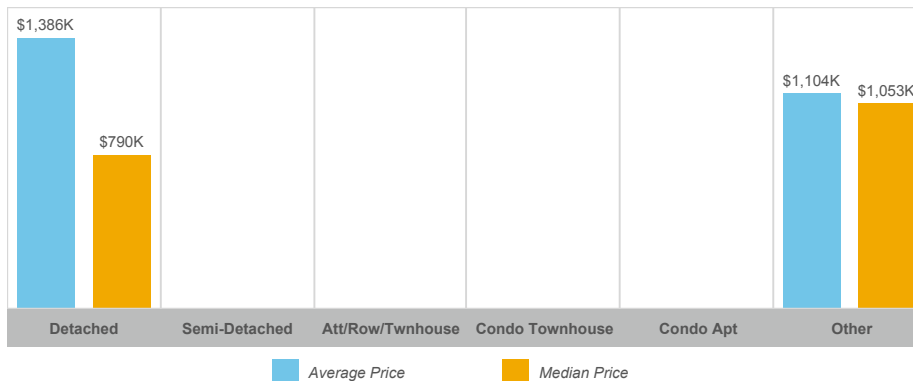


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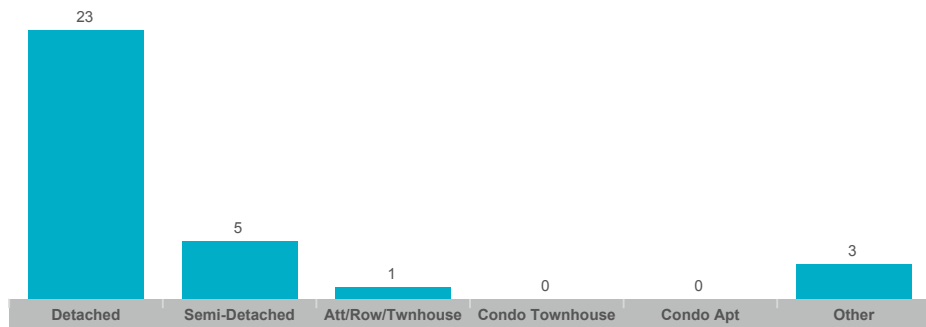
Number of Transactions



Average/Median Selling Price



Number of New Listings



Sales-to-New Listings Ratio



Average Days on Market

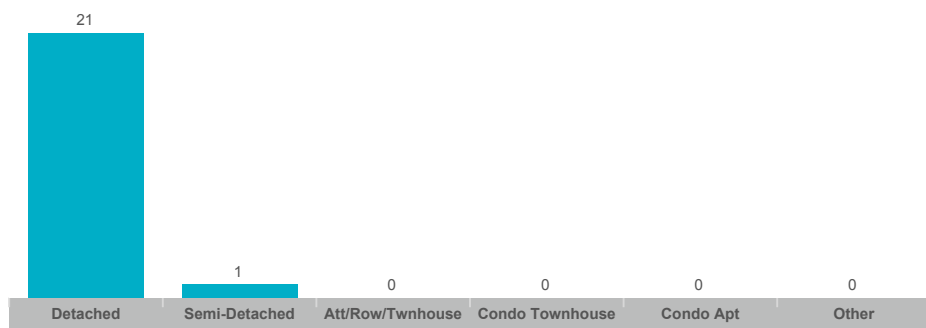


Average Sales Price to List Price Ratio

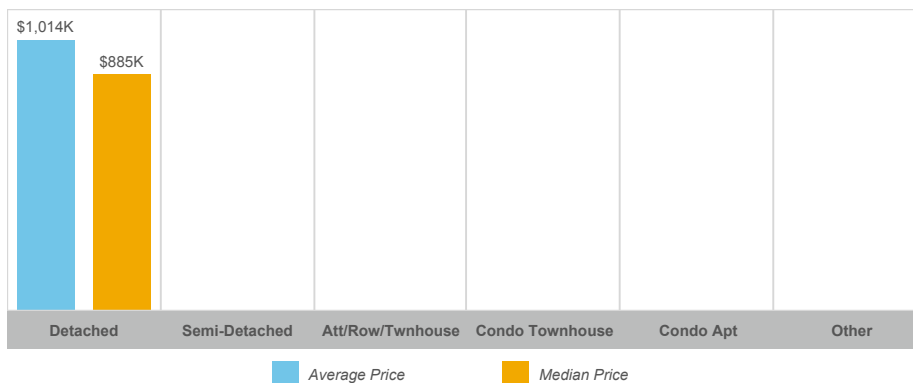


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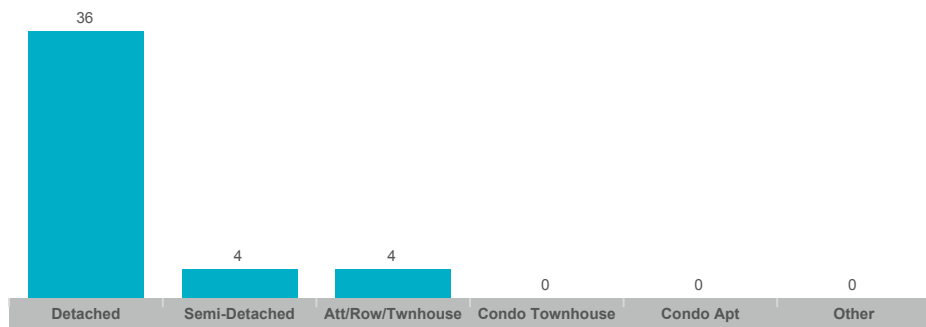
Number of Transactions



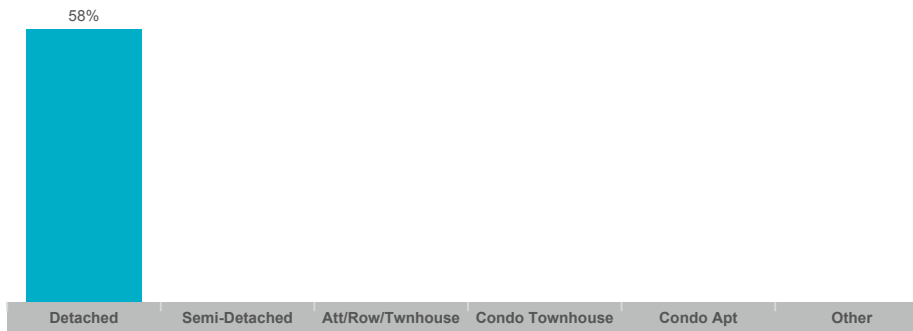
Average/Median Selling Price



Number of New Listings



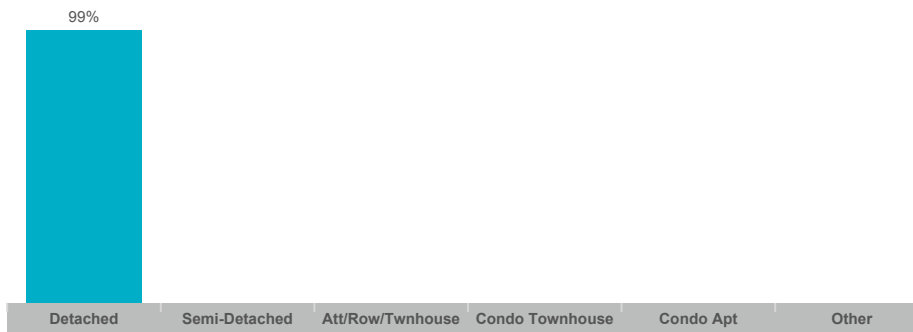
Sales-to-New Listings Ratio



Average Days on Market



Average Sales Price to List Price Ratio



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