

MLS SUMMARY  
JAN 01/11 to JAN 31/11

## NUMBER OF UNITS SOLD (ALL CATEGORIES)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 242    | 279    | 13.3-            | 208    | 16.3               | 242    | 279    | 13.3-            |
| Sgl Family-All Other   | 117    | 121    | 3.3-             | 120    | 2.5-               | 117    | 121    | 3.3-             |
| Total Residential Only | 359    | 400    | 10.3-            | 328    | 9.5                | 359    | 400    | 10.3-            |
| Multi Family           | 7      | 22     | 68.2-            | 13     | 46.2-              | 7      | 22     | 68.2-            |
| Farm                   | 1      |        |                  | 1      |                    | 1      |        |                  |
| Land                   | 1      | 3      | 66.7-            | 3      | 66.7-              | 1      | 3      | 66.7-            |
| Commercial             | 34     | 24     | 41.7             | 17     | 100.0              | 34     | 24     | 41.7             |
| Total-All Categories   | 402    | 449    | 10.5-            | 362    | 11.0               | 402    | 449    | 10.5-            |

## NUMBER OF UNITS SOLD (ALL CATEGORIES - KITCHENER-WATERLOO ONLY)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 164    | 191    | 14.1-            | 145    | 13.1               | 164    | 191    | 14.1-            |
| Sgl Family-All Other   | 101    | 103    | 1.9-             | 93     | 8.6                | 101    | 103    | 1.9-             |
| Total Residential Only | 265    | 294    | 9.9-             | 238    | 11.3               | 265    | 294    | 9.9-             |
| Multi Family           | 7      | 18     | 61.1-            | 13     | 46.2-              | 7      | 18     | 61.1-            |
| Farm                   |        |        |                  |        |                    |        |        |                  |
| Land                   |        | 1      |                  | 2      |                    |        | 1      |                  |
| Commercial             | 26     | 14     | 85.7             | 13     | 100.0              | 19     | 14     | 35.7             |
| Total-All Categories   | 298    | 327    | 8.9-             | 266    | 12.0               | 298    | 327    | 8.9-             |

## UNITS SALES BY TYPE OF DWELLING (RESIDENTIAL ONLY)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 242    | 279    | 13.3-            | 208    | 16.3               | 242    | 279    | 13.3-            |
| Semi-Detached          | 27     | 27     |                  | 23     | 17.4               | 27     | 27     |                  |
| Freehold Townhouse     | 26     | 25     | 4.0              | 18     | 44.4               | 26     | 25     | 4.0              |
| Condominium Unit       | 61     | 67     | 9.0-             | 74     | 17.6-              | 61     | 67     | 9.0-             |
| Co-operative           |        | 1      |                  |        | 17.6-              |        | 1      | 9.0-             |
| Link Home              | 1      | 1      |                  | 4      | 75.0-              | 1      | 1      |                  |
| Cottage / Recreational | 1      |        |                  | 1      |                    | 1      |        |                  |
| Mobile Home            | 1      |        |                  |        |                    | 1      |        |                  |
| Total Residential Only | 359    | 400    | 10.3-            | 328    | 9.5                | 359    | 400    | 10.3-            |

## UNITS SALES BY TYPE OF DWELLING (RESIDENTIAL &amp; KITCHENER-WATERLOO ONLY)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 164    | 191    | 14.1-            | 145    | 13.1               | 164    | 191    | 14.1-            |
| Semi-Detached          | 20     | 20     |                  | 12     | 66.7               | 20     | 20     |                  |
| Freehold Townhouse     | 24     | 20     | 20.0             | 14     | 71.4               | 24     | 20     | 20.0             |
| Condominium Unit       | 56     | 61     | 8.2-             | 65     | 13.8-              | 56     | 61     | 8.2-             |
| Co-operative           |        | 1      |                  |        | 13.8-              |        | 1      | 8.2-             |
| Link Home              | 1      | 1      |                  | 2      | 50.0-              | 1      | 1      |                  |
| Cottage / Recreational |        |        |                  |        | 50.0-              |        |        |                  |
| Mobile Home            |        |        |                  |        | 50.0-              |        |        |                  |
| Total Residential Only | 265    | 294    | 9.9-             | 238    | 11.3               | 265    | 294    | 9.9-             |

## UNIT SALES -- RESALE AND NEW (RESIDENTIAL ONLY)

|              | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|--------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Resale Homes | 315    | 355    | 11.3-            | 279    | 12.9               | 315    | 355    | 11.3-            |
| New Homes    | 44     | 45     | 2.2-             | 49     | 10.2-              | 44     | 45     | 2.2-             |
| Total        | 359    | 400    | 10.3-            | 328    | 9.5                | 359    | 400    | 10.3-            |

## UNIT SALES -- RESALE AND NEW (RESIDENTIAL &amp; KITCHENER-WATERLOO ONLY)

|              | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|--------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Resale Homes | 232    | 261    | 11.1-            | 200    | 16.0               | 232    | 261    | 11.1-            |
| New Homes    | 33     | 33     |                  | 38     | 13.2-              | 33     | 33     |                  |
| Total        | 265    | 294    | 9.9-             | 238    | 11.3               | 265    | 294    | 9.9-             |

## UNIT SALES BY PRICE CATEGORY (RESIDENTIAL ONLY)

|                        |                | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|----------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Under                  | \$50,000       | 1      | 2      | 50.0-            |        |                    | 1      | 2      | 50.0-            |
|                        | 50,000         | 3      | 1      | 200.0            |        |                    | 3      | 1      | 200.0            |
|                        | 100,000        | 9      | 6      | 50.0             | 4      | 125.0              | 9      | 6      | 50.0             |
|                        | 125,000        | 14     | 18     | 22.2-            | 16     | 12.5-              | 14     | 18     | 22.2-            |
|                        | 150,000        | 18     | 24     | 25.0-            | 18     |                    | 18     | 24     | 25.0-            |
|                        | 175,000        | 32     | 25     | 28.0             | 20     | 60.0               | 32     | 25     | 28.0             |
|                        | 200,000        | 42     | 39     | 7.7              | 44     | 4.5-               | 42     | 39     | 7.7              |
|                        | 225,000        | 44     | 61     | 27.9-            | 42     | 4.8                | 44     | 61     | 27.9-            |
|                        | 250,000        | 45     | 40     | 12.5             | 35     | 28.6               | 45     | 40     | 12.5             |
|                        | 275,000        | 44     | 38     | 15.8             | 36     | 22.2               | 44     | 38     | 15.8             |
|                        | 300,000        | 37     | 53     | 30.2-            | 39     | 5.1-               | 37     | 53     | 30.2-            |
|                        | 350,000        | 31     | 39     | 20.5-            | 30     | 3.3                | 31     | 39     | 20.5-            |
|                        | 400,000        | 21     | 34     | 38.2-            | 28     | 25.0-              | 21     | 34     | 38.2-            |
|                        | 500,000        | 15     | 15     |                  | 12     | 25.0               | 15     | 15     |                  |
|                        | 750,000        | 3      | 3      |                  | 4      | 25.0-              | 3      | 3      |                  |
|                        | OVER 1,000,000 |        | 2      |                  |        |                    |        | 2      |                  |
| Total-Residential Only |                | 359    | 400    | 10.3-            | 328    | 9.5                | 359    | 400    | 10.3-            |

## UNIT SALES BY PRICE CATEGORY (RESIDENTIAL &amp; KITCHENER-WATERLOO ONLY)

|                        |                | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|----------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Under                  | \$50,000       | 1      | 1      |                  |        |                    | 1      | 1      |                  |
|                        | 50,000         |        |        |                  |        |                    |        |        |                  |
|                        | 100,000        | 7      | 4      | 75.0             | 3      | 133.3              | 7      | 4      | 75.0             |
|                        | 125,000        | 6      | 16     | 62.5-            | 14     | 57.1-              | 6      | 16     | 62.5-            |
|                        | 150,000        | 11     | 17     | 35.3-            | 16     | 31.3-              | 11     | 17     | 35.3-            |
|                        | 175,000        | 22     | 19     | 15.8             | 11     | 100.0              | 22     | 19     | 15.8             |
|                        | 200,000        | 34     | 30     | 13.3             | 35     | 2.9-               | 34     | 30     | 13.3             |
|                        | 225,000        | 33     | 49     | 32.7-            | 29     | 13.8               | 33     | 49     | 32.7-            |
|                        | 250,000        | 38     | 34     | 11.8             | 24     | 58.3               | 38     | 34     | 11.8             |
|                        | 275,000        | 35     | 29     | 20.7             | 29     | 20.7               | 35     | 29     | 20.7             |
|                        | 300,000        | 26     | 36     | 27.8-            | 29     | 10.3-              | 26     | 36     | 27.8-            |
|                        | 350,000        | 23     | 26     | 11.5-            | 23     |                    | 23     | 26     | 11.5-            |
|                        | 400,000        | 17     | 20     | 15.0-            | 19     | 10.5-              | 17     | 20     | 15.0-            |
|                        | 500,000        | 10     | 10     |                  | 4      | 150.0              | 10     | 10     |                  |
|                        | 750,000        | 2      | 2      |                  | 2      |                    | 2      | 2      |                  |
|                        | OVER 1,000,000 |        | 1      |                  |        |                    |        | 1      |                  |
| Total-Residential Only |                | 265    | 294    | 9.9-             | 238    | 11.3               | 265    | 294    | 9.9-             |

## MLS SUMMARY

JAN 01/11 to JAN 31/11

## UNIT SALES BY AREA (ALL CATEGORIES)

|                                       | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|---------------------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Area 1 - Waterloo East                | 40     | 45     | 11.1-            | 36     | 11.1               | 40     | 45     | 11.1-            |
| Area 2 - Kitchener East               | 52     | 65     | 20.0-            | 51     | 2.0                | 52     | 65     | 20.0-            |
| Area 3 - Kitchener West               | 131    | 134    | 2.2-             | 111    | 18.0               | 131    | 134    | 2.2-             |
| Area 4 - Waterloo West                | 75     | 83     | 9.6-             | 68     | 10.3               | 75     | 83     | 9.6-             |
| Area 5 - Woolwich/Wellesley Twp       | 21     | 21     |                  | 15     | 40.0               | 21     | 21     |                  |
| Area 6 - Wilmot Twp                   | 14     | 13     | 7.7              | 17     | 17.6-              | 14     | 13     | 7.7              |
| Area 7 - Brantford/Woodstock          | 6      | 10     | 40.0-            | 5      | 20.0               | 6      | 10     | 40.0-            |
| Area 8 - Orangeville                  | 1      |        |                  |        |                    | 1      |        |                  |
| Area 9 - Huron/Perth                  | 11     | 15     | 26.7-            | 8      | 37.5               | 11     | 15     | 26.7-            |
| Area 10 - Grey Bruce/Owen Sound       | 6      | 2      | 200.0            | 2      | 200.0              | 6      | 2      | 200.0            |
| Area 11 - Galt West                   | 1      | 2      | 50.0-            | 2      | 50.0-              | 1      | 2      | 50.0-            |
| Area 12 - Galt East                   | 9      | 8      | 12.5             | 4      | 125.0              | 9      | 8      | 12.5             |
| Area 13 - Galt North                  | 11     | 8      | 37.5             | 7      | 57.1               | 11     | 8      | 37.5             |
| Area 14 - Hespeler                    | 5      | 8      | 37.5-            | 6      | 16.7-              | 5      | 8      | 37.5-            |
| Area 15 - Preston                     | 7      | 2      | 250.0            | 8      | 12.5-              | 7      | 2      | 250.0            |
| Area 16 - N. Dumfries Twp-West        | 2      | 12     | 83.3-            | 3      | 33.3-              | 2      | 12     | 83.3-            |
| Area 17 - N. Dumfries Twp-East        |        |        |                  | 3      |                    |        |        |                  |
| Area 25 - Hamilton                    | 1      | 2      | 50.0-            | 2      | 50.0-              | 1      | 2      | 50.0-            |
| Area 28 - Oakville-Milton             |        |        |                  |        |                    |        |        |                  |
| Area 30 - City of Guelph              | 4      | 7      | 42.9-            | 3      | 33.3               | 4      | 7      | 42.9-            |
| Area 31 - Puslinch Twp N              |        |        |                  | 2      |                    |        |        |                  |
| Area 32 - Town of Milton (Halton Twp) |        |        |                  |        |                    |        |        |                  |
| Area 33 - Guelph-Eramosa East         |        |        |                  |        |                    |        |        |                  |
| Area 34 - Guelph-Eramosa West         |        |        |                  |        |                    |        |        |                  |
| Area 35 - Centre Wellington West      |        | 4      |                  |        |                    |        | 4      |                  |
| Area 36 - Centre Wellington East      |        |        |                  | 2      |                    |        |        |                  |
| Area 37 - Mapleton Twp                | 5      | 6      | 16.7-            | 2      | 150.0              | 5      | 6      | 16.7-            |
| Area 38 - Wellington North            |        |        |                  |        |                    |        |        |                  |
| Area 98 - Other Ontario Areas         |        | 2      |                  | 5      |                    |        | 2      |                  |
| Area 99 - Areas Outside Ontario       |        |        |                  |        |                    |        |        |                  |
| Total Sales-All Categories            | 402    | 449    | 10.5-            | 362    | 11.0               | 402    | 449    | 10.5-            |

## UNIT SALES BY AREA (RESIDENTIAL ONLY)

|                                       | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|---------------------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Area 1 - Waterloo East                | 29     | 39     | 25.6-            | 30     | 3.3-               | 29     | 39     | 25.6-            |
| Area 2 - Kitchener East               | 47     | 59     | 20.3-            | 46     | 2.2                | 47     | 59     | 20.3-            |
| Area 3 - Kitchener West               | 118    | 128    | 7.8-             | 104    | 13.5               | 118    | 128    | 7.8-             |
| Area 4 - Waterloo West                | 71     | 68     | 4.4              | 58     | 22.4               | 71     | 68     | 4.4              |
| Area 5 - Woolwich/Wellesley Twp       | 19     | 19     |                  | 15     | 26.7               | 19     | 19     |                  |
| Area 6 - Wilmot Twp                   | 14     | 12     | 16.7             | 16     | 12.5-              | 14     | 12     | 16.7             |
| Area 7 - Brantford/Woodstock          | 5      | 9      | 44.4-            | 4      | 25.0               | 5      | 9      | 44.4-            |
| Area 8 - Orangeville                  | 1      |        |                  |        |                    | 1      |        |                  |
| Area 9 - Huron/Perth                  | 11     | 14     | 21.4-            | 7      | 57.1               | 11     | 14     | 21.4-            |
| Area 10 - Grey Bruce/Owen Sound       | 5      | 1      | 400.0            | 2      | 150.0              | 5      | 1      | 400.0            |
| Area 11 - Galt West                   | 1      | 2      | 50.0-            | 2      | 50.0-              | 1      | 2      | 50.0-            |
| Area 12 - Galt East                   | 9      | 8      | 12.5             | 4      | 125.0              | 9      | 8      | 12.5             |
| Area 13 - Galt North                  | 9      | 7      | 28.6             | 6      | 50.0               | 9      | 7      | 28.6             |
| Area 14 - Hespeler                    | 5      | 7      | 28.6-            | 6      | 16.7-              | 5      | 7      | 28.6-            |
| Area 15 - Preston                     | 6      | 1      | 500.0            | 8      | 25.0-              | 6      | 1      | 500.0            |
| Area 16 - N. Dumfries Twp-West        | 1      | 10     | 90.0-            | 3      | 66.7-              | 1      | 10     | 90.0-            |
| Area 17 - N. Dumfries Twp-East        |        |        |                  | 3      |                    |        |        |                  |
| Area 25 - Hamilton                    | 1      | 2      | 50.0-            | 2      | 50.0-              | 1      | 2      | 50.0-            |
| Area 28 - Oakville-Milton             |        |        |                  |        |                    |        |        |                  |
| Area 30 - City of Guelph              | 2      | 4      | 50.0-            | 3      | 33.3-              | 2      | 4      | 50.0-            |
| Area 31 - Puslinch Twp N              |        |        |                  | 1      |                    |        |        |                  |
| Area 32 - Town of Milton (Halton Twp) |        |        |                  |        |                    |        |        |                  |
| Area 33 - Guelph-Eramosa East         |        |        |                  |        |                    |        |        |                  |
| Area 34 - Guelph-Eramosa West         |        |        |                  |        |                    |        |        |                  |
| Area 35 - Centre Wellington West      |        | 3      |                  |        |                    |        | 3      |                  |
| Area 36 - Centre Wellington East      |        |        |                  | 2      |                    |        |        |                  |
| Area 37 - Mapleton Twp                | 5      | 6      | 16.7-            | 2      | 150.0              | 5      | 6      | 16.7-            |
| Area 38 - Wellington North            |        |        |                  |        |                    |        |        |                  |
| Area 98 - Other Ontario Areas         |        | 1      |                  | 4      |                    |        | 1      |                  |
| Area 99 - Areas Outside Ontario       |        |        |                  |        |                    |        |        |                  |
| Total Sales-Residential Only          | 359    | 400    | 10.3-            | 328    | 9.5                | 359    | 400    | 10.3-            |

MLS SUMMARY  
JAN 01/11 to JAN 31/11

## DOLLAR VOLUME OF SALES (ALL CATEGORIES)

|                        | JAN 11        | JAN 10        | %CHANGE<br>10/11 | DEC 10        | %CHANGE<br>DEC/JAN | YTD 11        | YTD 10        | %CHANGE<br>10/11 |
|------------------------|---------------|---------------|------------------|---------------|--------------------|---------------|---------------|------------------|
| Sgl Family-Detached    | \$75,772,627  | \$90,460,957  | 16.2-            | \$68,342,820  | 10.9               | \$75,772,627  | \$90,460,957  | 16.2-            |
| Sgl Family-All Other   | \$24,401,546  | \$25,679,703  | 5.0-             | \$26,313,292  | 7.3-               | \$24,401,546  | \$25,679,703  | 5.0-             |
| Total Residential Only | \$100,174,173 | \$116,140,660 | 13.7-            | \$94,656,112  | 5.8                | \$100,174,173 | \$116,140,660 | 13.7-            |
| Multi Family           | \$3,161,073   | \$8,337,400   | 62.1-            | \$12,505,000  | 74.7-              | \$3,161,073   | \$8,337,400   | 62.1-            |
| Farm                   | \$835,000     |               |                  | \$700,000     | 19.3               | \$835,000     |               |                  |
| Land                   | \$750,000     | \$2,146,000   | 65.1-            | \$1,284,200   | 41.6-              | \$750,000     | \$2,146,000   | 65.1-            |
| Commercial             | \$9,600,906   | \$11,603,764  | 17.3-            | \$5,925,164   | 62.0               | \$9,600,906   | \$11,603,764  | 17.3-            |
| Total-All Categories   | \$114,521,152 | \$138,227,824 | 17.2-            | \$115,070,476 | 0.5-               | \$114,521,152 | \$138,227,824 | 17.2-            |

NOTE: 'DOLLAR VOLUME OF SALES' represents the dollar value of all transactions, including the extended amount payable over the term of any leased/rented properties.

## DOLLAR VOLUME OF SALES (ALL CATEGORIES - KITCHENER-WATERLOO ONLY)

|                        | JAN 11       | JAN 10       | %CHANGE<br>10/11 | DEC 10       | %CHANGE<br>DEC/JAN | YTD 11       | YTD 10       | %CHANGE<br>10/11 |
|------------------------|--------------|--------------|------------------|--------------|--------------------|--------------|--------------|------------------|
| Sgl Family-Detached    | \$53,091,864 | \$61,081,157 | 13.1-            | \$46,370,218 | 14.5               | \$53,091,864 | \$61,081,157 | 13.1-            |
| Sgl Family-All Other   | \$21,529,446 | \$21,804,623 | 1.3-             | \$19,616,354 | 9.8                | \$21,529,446 | \$21,804,623 | 1.3-             |
| Total Residential Only | \$74,621,310 | \$82,885,780 | 10.0-            | \$65,986,572 | 13.1               | \$74,621,310 | \$82,885,780 | 10.0-            |
| Multi Family           | \$3,161,073  | \$7,486,000  | 57.8-            | \$12,505,000 | 74.7-              | \$3,161,073  | \$7,486,000  | 57.8-            |
| Farm                   |              |              |                  |              |                    |              |              |                  |
| Land                   |              | \$1,500,000  |                  | \$1,229,200  |                    |              | \$1,500,000  |                  |
| Commercial             | \$8,642,608  | \$2,836,969  | 204.6            | \$3,220,164  | 168.4              | \$8,642,608  | \$2,836,969  | 204.6            |
| Total-All Categories   | \$86,424,991 | \$94,708,749 | 8.7-             | \$82,940,936 | 4.2                | \$86,424,991 | \$94,708,749 | 8.7-             |

NOTE: 'DOLLAR VOLUME OF SALES' represents the dollar value of all transactions, including the extended amount payable over the term of any leased/rented properties.

MLS SUMMARY  
JAN 01/11 to JAN 31/11

## AVERAGE SALE PRICE (ALL CATEGORIES - ALL AREAS)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$313,110 | \$324,233 | 3.4-             | \$328,571 | 4.7-               | \$313,110 | \$324,233 | 3.4-             |
| Sgl Family-All Other   | \$208,560 | \$212,229 | 1.7-             | \$219,277 | 4.9-               | \$208,560 | \$212,229 | 1.7-             |
| Total Residential Only | \$279,037 | \$290,352 | 3.9-             | \$288,586 | 3.3-               | \$279,037 | \$290,352 | 3.9-             |
| Total - All Categories | \$286,303 | \$307,857 | 7.0-             | \$319,640 | 10.4-              | \$286,303 | \$307,857 | 7.0-             |

## AVERAGE SALE PRICE (ALL CATEGORIES - KITCHENER-WATERLOO ONLY)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$323,731 | \$319,797 | 1.2              | \$319,795 | 1.2                | \$323,731 | \$319,797 | 1.2              |
| Sgl Family-All Other   | \$213,163 | \$211,695 | 0.7              | \$210,929 | 1.1                | \$213,163 | \$211,695 | 0.7              |
| Total Residential Only | \$281,590 | \$281,924 | 0.1-             | \$277,255 | 1.6                | \$281,590 | \$281,924 | 0.1-             |
| Total - All Categories | \$290,993 | \$289,629 | 0.5              | \$314,170 | 7.4-               | \$290,993 | \$289,629 | 0.5              |

## AVERAGE SALE PRICE (RESIDENTIAL ONLY - ALL AREAS)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$313,110 | \$324,233 | 3.4-             | \$328,571 | 4.7-               | \$313,110 | \$324,233 | 3.4-             |
| Semi-Detached          | \$225,034 | \$221,978 | 1.4              | \$245,110 | 8.2-               | \$225,034 | \$221,978 | 1.4              |
| Freehold Townhouse     | \$243,678 | \$250,538 | 2.7-             | \$253,057 | 3.7-               | \$243,678 | \$250,538 | 2.7-             |
| Condominium Unit       | \$189,402 | \$195,401 | 3.1-             | \$202,484 | 6.5-               | \$189,402 | \$195,401 | 3.1-             |
| Co-operative           |           | \$124,000 |                  |           |                    |           | \$124,000 |                  |
| Link Home              | \$216,000 | \$207,000 | 4.3              | \$255,225 | 15.4-              | \$216,000 | \$207,000 | 4.3              |
| Cottage / Recreational | \$85,000  |           |                  | \$116,000 | 26.7-              | \$85,000  |           |                  |
| Mobile Home            | \$135,500 |           |                  |           |                    | \$135,500 |           |                  |
| Total-All Categories   | \$279,037 | \$290,352 | 3.9-             | \$288,586 | 3.3-               | \$279,037 | \$290,352 | 3.9-             |

## AVERAGE SALE PRICE (RESIDENTIAL ONLY - KITCHENER-WATERLOO ONLY)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$323,731 | \$319,797 | 1.2              | \$319,795 | 1.2                | \$323,731 | \$319,797 | 1.2              |
| Semi-Detached          | \$230,556 | \$222,875 | 3.4              | \$237,750 | 3.0-               | \$230,556 | \$222,875 | 3.4              |
| Freehold Townhouse     | \$247,942 | \$260,677 | 4.9-             | \$255,172 | 2.8-               | \$247,942 | \$260,677 | 4.9-             |
| Condominium Unit       | \$191,995 | \$193,485 | 0.8-             | \$195,461 | 1.8-               | \$191,995 | \$193,485 | 0.8-             |
| Co-operative           |           | \$124,000 |                  |           |                    |           | \$124,000 |                  |
| Link Home              | \$216,000 | \$207,000 | 4.3              | \$243,000 | 11.1-              | \$216,000 | \$207,000 | 4.3              |
| Cottage / Recreational |           |           |                  |           |                    |           |           |                  |
| Mobile Home            |           |           |                  |           |                    |           |           |                  |
| Total-All Categories   | \$281,590 | \$281,924 | 0.1-             | \$277,255 | 1.6                | \$281,590 | \$281,924 | 0.1-             |

## MLS SUMMARY

JAN 01/11 to JAN 31/11

## MEDIAN SALE PRICE (ALL CATEGORIES - ALL AREAS)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$288,750 | \$295,842 | 2.4-             | \$300,000 | 3.8-               | \$288,750 | \$295,842 | 2.4-             |
| Sgl Family-All Other   | \$214,900 | \$207,000 | 3.8              | \$214,500 | 0.2                | \$214,900 | \$207,000 | 3.8              |
| Total Residential Only | \$258,000 | \$265,000 | 2.6-             | \$263,500 | 2.1-               | \$258,000 | \$265,000 | 2.6-             |
| Total - All Categories | \$256,000 | \$265,000 | 3.4-             | \$265,000 | 3.4-               | \$256,000 | \$265,000 | 3.4-             |

## MEDIAN SALE PRICE (ALL CATEGORIES - KITCHENER-WATERLOO ONLY)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$290,000 | \$291,900 | 0.7-             | \$299,900 | 3.3-               | \$290,000 | \$291,900 | 0.7-             |
| Sgl Family-All Other   | \$214,900 | \$206,500 | 4.1              | \$209,900 | 2.4                | \$214,900 | \$206,500 | 4.1              |
| Total Residential Only | \$259,900 | \$259,950 | 0.0              | \$255,900 | 1.6                | \$259,900 | \$259,950 | 0.0              |
| Total - All Categories | \$259,900 | \$259,900 |                  | \$258,750 | 0.4                | \$259,900 | \$259,900 |                  |

## MEDIAN SALE PRICE (RESIDENTIAL ONLY - ALL AREAS)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$288,750 | \$295,842 | 2.4-             | \$300,000 | 3.8-               | \$288,750 | \$295,842 | 2.4-             |
| Semi-Detached          | \$216,500 | \$220,000 | 1.6-             | \$232,000 | 6.7-               | \$216,500 | \$220,000 | 1.6-             |
| Freehold Townhouse     | \$247,950 | \$245,000 | 1.2              | \$247,250 | 0.3                | \$247,950 | \$245,000 | 1.2              |
| Condominium Unit       | \$196,000 | \$174,000 | 12.6             | \$179,950 | 8.9                | \$196,000 | \$174,000 | 12.6             |
| Co-operative           |           | \$124,000 |                  |           |                    |           | \$124,000 |                  |
| Link Home              | \$216,000 | \$207,000 | 4.3              | \$255,500 | 15.5-              | \$216,000 | \$207,000 | 4.3              |
| Cottage / Recreational | \$85,000  |           |                  | \$116,000 | 26.7-              | \$85,000  |           |                  |
| Mobile Home            | \$135,500 |           |                  |           |                    | \$135,500 |           |                  |
| Total-All Categories   | \$258,000 | \$265,000 | 2.6-             | \$263,500 | 2.1-               | \$258,000 | \$265,000 | 2.6-             |

## MEDIAN SALE PRICE (RESIDENTIAL ONLY - KITCHENER-WATERLOO ONLY)

|                        | JAN 11    | JAN 10    | %CHANGE<br>10/11 | DEC 10    | %CHANGE<br>DEC/JAN | YTD 11    | YTD 10    | %CHANGE<br>10/11 |
|------------------------|-----------|-----------|------------------|-----------|--------------------|-----------|-----------|------------------|
| Sgl Family-Detached    | \$290,000 | \$291,900 | 0.7-             | \$299,900 | 3.3-               | \$290,000 | \$291,900 | 0.7-             |
| Semi-Detached          | \$223,450 | \$221,750 | 0.8              | \$236,000 | 5.3-               | \$223,450 | \$221,750 | 0.8              |
| Freehold Townhouse     | \$250,450 | \$258,200 | 3.0-             | \$248,400 | 0.8                | \$250,450 | \$258,200 | 3.0-             |
| Condominium Unit       | \$196,750 | \$172,500 | 14.1             | \$175,000 | 12.4               | \$196,750 | \$172,500 | 14.1             |
| Co-operative           |           | \$124,000 |                  |           |                    |           | \$124,000 |                  |
| Link Home              | \$216,000 | \$207,000 | 4.3              | \$243,000 | 11.1-              | \$216,000 | \$207,000 | 4.3              |
| Cottage / Recreational |           |           |                  |           |                    |           |           |                  |
| Mobile Home            |           |           |                  |           |                    |           |           |                  |
| Total Residential Only | \$259,900 | \$259,950 | 0.0              | \$255,900 | 1.6                | \$259,900 | \$259,950 | 0.0              |

MLS SUMMARY  
JAN 01/11 to JAN 31/11

## NEW LISTINGS PROCESSED

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 701    | 614    | 14.2             | 217    | 223.0              | 701    | 614    | 14.2             |
| Sgl Family-All Other   | 240    | 236    | 1.7              | 142    | 69.0               | 240    | 236    | 1.7              |
| Total Residential Only | 941    | 850    | 10.7             | 359    | 162.1              | 941    | 850    | 10.7             |
| Multi Family           | 46     | 40     | 15.0             | 17     | 170.6              | 46     | 40     | 15.0             |
| Farm                   | 3      | 3      |                  |        |                    | 3      | 3      |                  |
| Land                   | 10     | 11     | 9.1-             | 12     | 16.7-              | 10     | 11     | 9.1-             |
| Commercial             | 139    | 125    | 11.2             | 79     | 75.9               | 139    | 125    | 11.2             |
| Total - All Categories | 1,139  | 1,029  | 10.7             | 467    | 143.9              | 1,139  | 1,029  | 10.7             |

## NEW LISTINGS PROCESSED (KITCHENER-WATERLOO ONLY)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN | YTD 11 | YTD 10 | %CHANGE<br>10/11 |
|------------------------|--------|--------|------------------|--------|--------------------|--------|--------|------------------|
| Sgl Family-Detached    | 514    | 405    | 26.9             | 125    | 311.2              | 514    | 405    | 26.9             |
| Sgl Family-All Other   | 205    | 193    | 6.2              | 115    | 78.3               | 205    | 193    | 6.2              |
| Total Residential Only | 719    | 598    | 20.2             | 240    | 199.6              | 719    | 598    | 20.2             |
| Multi Family           | 41     | 33     | 24.2             | 16     | 156.3              | 41     | 33     | 24.2             |
| Farm                   |        |        |                  |        |                    |        |        |                  |
| Land                   | 4      | 4      |                  | 4      |                    | 4      | 4      |                  |
| Commercial             | 68     | 92     | 26.1-            | 58     | 17.2               | 68     | 92     | 26.1-            |
| Total - All Categories | 832    | 727    | 14.4             | 318    | 161.6              | 832    | 727    | 14.4             |

## NUMBER OF ACTIVE LISTINGS (END OF PERIOD)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN |
|------------------------|--------|--------|------------------|--------|--------------------|
| Sgl Family-Detached    | 1,313  | 1,088  | 20.7             | 992    | 32.4               |
| Sgl Family-All other   | 486    | 479    | 1.5              | 413    | 17.7               |
| Total Residential Only | 1,799  | 1,566  | 14.9             | 1,405  | 28.0               |
| Multi Family           | 84     | 100    | 16.0-            | 72     | 16.7               |
| Farm                   | 22     | 19     | 15.8             | 21     | 4.8                |
| Land                   | 159    | 147    | 8.2              | 156    | 1.9                |
| Commercial             | 779    | 798    | 2.4-             | 730    | 6.7                |
| Total - All Categories | 2,843  | 2,631  | 8.1              | 2,391  | 18.9               |

## NUMBER OF ACTIVE LISTINGS (END OF PERIOD - KITCHENER-WATERLOO ONLY)

|                        | JAN 11 | JAN 10 | %CHANGE<br>10/11 | DEC 10 | %CHANGE<br>DEC/JAN |
|------------------------|--------|--------|------------------|--------|--------------------|
| Sgl Family-Detached    | 746    | 560    | 33.2             | 457    | 63.2               |
| Sgl Family-All other   | 393    | 338    | 16.3             | 317    | 24.0               |
| Total Residential Only | 1,139  | 897    | 27.0             | 774    | 47.2               |
| Multi Family           | 65     | 80     | 18.8-            | 55     | 18.2               |
| Farm                   |        |        |                  |        |                    |
| Land                   | 25     | 48     | 47.9-            | 23     | 8.7                |
| Commercial             | 411    | 421    | 2.4-             | 390    | 5.4                |
| Total - All Categories | 1,640  | 1,447  | 13.3             | 1,246  | 31.6               |