

MLS SUMMARY  
JAN 01/08 to JAN 31/08

## NUMBER OF UNITS SOLD (ALL CATEGORIES)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	244	264	7.6-	190	28.4	244	264	7.6-
Sgl Family-All Other	137	115	19.1	113	21.2	137	115	19.1
Total Residential Only	381	379	0.5	303	25.7	381	379	0.5
Multi Family	17	18	5.6-	13	30.8	17	18	5.6-
Farm	3	3			30.8	3	3	
Land	3	6	50.0-	4	25.0-	3	6	50.0-
Commercial	23	26	11.5-	38	39.5-	23	26	11.5-
Total-All Categories	427	432	1.2-	358	19.3	427	432	1.2-

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	244	264	7.6-	190	28.4	244	264	7.6-
Semi-Detached	35	38	7.9-	27	29.6	35	38	7.9-
Freehold Townhouse	29	31	6.5-	17	70.6	29	31	6.5-
Condominium Unit	67	43	55.8	68	1.5-	67	43	55.8
Co-operative	2			1	100.0	2		55.8
Link Home	2	2			100.0	2	2	
Cottage / Recreational					100.0			
Mobile Home	2	1	100.0		100.0	2	1	100.0
Total Residential Only	381	379	0.5	303	25.7	381	379	0.5

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Resale Homes	342	332	3.0	268	27.6	342	332	3.0
New Homes	39	47	17.0-	35	11.4	39	47	17.0-
Total	381	379	0.5	303	25.7	381	379	0.5

## UNIT SALES BY PRICE CATEGORY (RESIDENTIAL ONLY)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Under \$50,000	4	5	20.0-	5	20.0-	4	5	20.0-
50,000 - 99,999	6			1	500.0	6		
100,000 - 124,999	8	20	60.0-	14	42.9-	8	20	60.0-
125,000 - 149,999	13	15	13.3-	21	38.1-	13	15	13.3-
150,000 - 174,999	28	26	7.7	23	21.7	28	26	7.7
175,000 - 199,999	36	50	28.0-	33	9.1	36	50	28.0-
200,000 - 224,999	62	58	6.9	43	44.2	62	58	6.9
225,000 - 249,999	52	59	11.9-	43	20.9	52	59	11.9-
250,000 - 274,999	50	45	11.1	28	78.6	50	45	11.1
275,000 - 299,999	27	28	3.6-	24	12.5	27	28	3.6-
300,000 - 349,999	35	29	20.7	27	29.6	35	29	20.7
350,000 - 399,999	25	25		18	38.9	25	25	
400,000 - 499,999	15	9	66.7	16	6.3-	15	9	66.7
500,000 - 749,999	17	9	88.9	5	240.0	17	9	88.9
750,000 - 999,999	3	1	200.0	2	50.0	3	1	200.0
OVER 1,000,000								
Total-Residential Only	381	379	0.5	303	25.7	381	379	0.5

MLS SUMMARY  
JAN 01/08 to JAN 31/08

## UNIT SALES BY AREA (ALL CATEGORIES)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Area 1 - Waterloo East	44	51	13.7-	45	2.2-	44	51	13.7-
Area 2 - Kitchener East	46	51	9.8-	35	31.4	46	51	9.8-
Area 3 - Kitchener West	154	158	2.5-	133	15.8	154	158	2.5-
Area 4 - Waterloo West	94	87	8.0	55	70.9	94	87	8.0
Area 5 - Woolwich/Wellesley Twp	15	18	16.7-	19	21.1-	15	18	16.7-
Area 6 - Wilmot Twp	15	14	7.1	18	16.7-	15	14	7.1
Area 7 - Brantford/Woodstock	9	5	80.0	5	80.0	9	5	80.0
Area 8 - Orangeville	1					1		
Area 9 - Huron/Perth	7	6	16.7	1	600.0	7	6	16.7
Area 10 - Grey Bruce/Owen Sound	3	6	50.0-	7	57.1-	3	6	50.0-
Area 11 - Galt West	2					2		
Area 12 - Galt East	3	2	50.0	4	25.0-	3	2	50.0
Area 13 - Galt North	5	8	37.5-	10	50.0-	5	8	37.5-
Area 14 - Hespeler	4	5	20.0-	4		4	5	20.0-
Area 15 - Preston	6	6		7	14.3-	6	6	
Area 16 - N. Dumfries Twp-West	3	6	50.0-	4	25.0-	3	6	50.0-
Area 17 - N. Dumfries Twp-East	1			1		1		
Area 25 - Hamilton				2				
Area 28 - Oakville-Milton								
Area 30 - City of Guelph	8	4	100.0	4	100.0	8	4	100.0
Area 31 - Puslinch Twp N		1		1			1	
Area 32 - Town of Milton (Halton Twp)								
Area 33 - Guelph-Eramosa East	1	1				1	1	
Area 34 - Guelph-Eramosa West								
Area 35 - Centre Wellington West	2					2		
Area 36 - Centre Wellington East								
Area 37 - Mapleton Twp	1	1		3	66.7-	1	1	
Area 38 - Wellington North		1					1	
Area 98 - Other Ontario Areas	3	1	200.0			3	1	200.0
Area 99 - Areas Outside Ontario								
Total Sales-All Categories	427	432	1.2-	358	19.3	427	432	1.2-

## UNIT SALES BY AREA (RESIDENTIAL ONLY)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Area 1 - Waterloo East	33	38	13.2-	32	3.1	33	38	13.2-
Area 2 - Kitchener East	42	42		33	27.3	42	42	
Area 3 - Kitchener West	139	148	6.1-	118	17.8	139	148	6.1-
Area 4 - Waterloo West	86	84	2.4	46	87.0	86	84	2.4
Area 5 - Woolwich/Wellesley Twp	14	14		18	22.2-	14	14	
Area 6 - Wilmot Twp	15	14	7.1	17	11.8-	15	14	7.1
Area 7 - Brantford/Woodstock	6	4	50.0	4	50.0	6	4	50.0
Area 8 - Orangeville	1					1		
Area 9 - Huron/Perth	7	4	75.0	1	600.0	7	4	75.0
Area 10 - Grey Bruce/Owen Sound	3	4	25.0-	5	40.0-	3	4	25.0-
Area 11 - Galt West	2					2		
Area 12 - Galt East	3	2	50.0	4	25.0-	3	2	50.0
Area 13 - Galt North	4	4		4		4	4	
Area 14 - Hespeler	4	4		3	33.3	4	4	
Area 15 - Preston	6	5	20.0	5	20.0	6	5	20.0
Area 16 - N. Dumfries Twp-West	3	5	40.0-	3		3	5	40.0-
Area 17 - N. Dumfries Twp-East	1			1		1		
Area 25 - Hamilton				2				
Area 28 - Oakville-Milton								
Area 30 - City of Guelph	7	3	133.3	4	75.0	7	3	133.3
Area 31 - Puslinch Twp N								
Area 32 - Town of Milton (Halton Twp)								
Area 33 - Guelph-Eramosa East	1	1				1	1	
Area 34 - Guelph-Eramosa West								
Area 35 - Centre Wellington West	1					1		
Area 36 - Centre Wellington East								
Area 37 - Mapleton Twp	1	1		3	66.7-	1	1	
Area 38 - Wellington North		1					1	
Area 98 - Other Ontario Areas	2	1	100.0			2	1	100.0
Area 99 - Areas Outside Ontario								
Total Sales-Residential Only	381	379	0.5	303	25.7	381	379	0.5

MLS SUMMARY  
JAN 01/08 to JAN 31/08

## DOLLAR VOLUME OF SALES (ALL CATEGORIES)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$73,488,103	\$73,015,555	0.6	\$54,540,517	34.7	\$73,488,103	\$73,015,555	0.6
Sgl Family-All Other	\$27,042,743	\$19,775,842	36.7	\$20,322,555	33.1	\$27,042,743	\$19,775,842	36.7
Total Residential Only	\$100,530,846	\$92,791,397	8.3	\$74,863,072	34.3	\$100,530,846	\$92,791,397	8.3
Multi Family	\$6,367,600	\$6,332,088	0.6	\$4,298,350	48.1	\$6,367,600	\$6,332,088	0.6
Farm	\$2,290,000	\$1,235,500	85.4			\$2,290,000	\$1,235,500	85.4
Land	\$1,028,100	\$1,963,000	47.6-	\$1,264,000	18.7-	\$1,028,100	\$1,963,000	47.6-
Commercial	\$8,152,609	\$6,959,333	17.1	\$24,145,860	66.2-	\$8,152,609	\$6,959,333	17.1
Total-All Categories	\$118,369,155	\$109,281,318	8.3	\$104,571,282	13.2	\$118,369,155	\$109,281,318	8.3

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.

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$301,181	\$276,574	8.9	\$287,055	4.9	\$301,181	\$276,574	8.9
Sgl Family-All Other	\$197,392	\$171,964	14.8	\$179,846	9.8	\$197,392	\$171,964	14.8
Total Residential Only	\$263,860	\$244,832	7.8	\$247,073	6.8	\$263,860	\$244,832	7.8
Total - All Categories	\$277,211	\$252,966	9.6	\$292,099	5.1-	\$277,211	\$252,966	9.6

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$297,745	\$271,415	9.7	\$282,749	5.3	\$297,745	\$271,415	9.7
Sgl Family-All Other	\$194,481	\$169,194	14.9	\$176,475	10.2	\$194,481	\$169,194	14.9
Total Residential Only	\$257,472	\$238,324	8.0	\$239,126	7.7	\$257,472	\$238,324	8.0
Total - All Categories	\$270,871	\$246,743	9.8	\$264,667	2.3	\$270,871	\$246,743	9.8

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$301,181	\$276,574	8.9	\$287,055	4.9	\$301,181	\$276,574	8.9
Semi-Detached	\$200,296	\$191,555	4.6	\$197,460	1.4	\$200,296	\$191,555	4.6
Freehold Townhouse	\$222,679	\$203,395	9.5	\$199,987	11.3	\$222,679	\$203,395	9.5
Condominium Unit	\$190,883	\$134,500	41.9	\$168,307	13.4	\$190,883	\$134,500	41.9
Co-operative	\$106,500			\$146,500	27.3-	\$106,500		
Link Home	\$222,250	\$194,500	14.3			\$222,250	\$194,500	14.3
Cottage / Recreational								
Mobile Home	\$64,000	\$19,000	236.8			\$64,000	\$19,000	236.8
Total-All Categories	\$263,860	\$244,832	7.8	\$247,073	6.8	\$263,860	\$244,832	7.8

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$297,745	\$271,415	9.7	\$282,749	5.3	\$297,745	\$271,415	9.7
Semi-Detached	\$196,657	\$193,538	1.6	\$188,384	4.4	\$196,657	\$193,538	1.6
Freehold Townhouse	\$226,432	\$203,250	11.4	\$195,413	15.9	\$226,432	\$203,250	11.4
Condominium Unit	\$184,903	\$134,500	37.5	\$169,417	9.1	\$184,903	\$134,500	37.5
Co-operative	\$106,500			\$146,500	27.3-	\$106,500		
Link Home	\$222,250	\$194,500	14.3			\$222,250	\$194,500	14.3
Cottage / Recreational								
Mobile Home	\$32,000	\$19,000	68.4			\$32,000	\$19,000	68.4
Total-All Categories	\$257,472	\$238,324	8.0	\$239,126	7.7	\$257,472	\$238,324	8.0

## MLS SUMMARY

JAN 01/08 to JAN 31/08

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$270,950	\$257,250	5.3	\$269,272	0.6	\$270,950	\$257,250	5.3
Sgl Family-All Other	\$199,500	\$181,000	10.2	\$176,000	13.4	\$199,500	\$181,000	10.2
Total Residential Only	\$242,000	\$228,000	6.1	\$230,000	5.2	\$242,000	\$228,000	6.1
Total - All Categories	\$242,000	\$227,250	6.5	\$231,450	4.6	\$242,000	\$227,250	6.5

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$270,000	\$255,000	5.9	\$261,500	3.3	\$270,000	\$255,000	5.9
Sgl Family-All Other	\$192,500	\$180,000	6.9	\$174,950	10.0	\$192,500	\$180,000	6.9
Total Residential Only	\$239,950	\$225,000	6.6	\$220,000	9.1	\$239,950	\$225,000	6.6
Total - All Categories	\$240,000	\$225,000	6.7	\$228,200	5.2	\$240,000	\$225,000	6.7

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$270,950	\$257,250	5.3	\$269,272	0.6	\$270,950	\$257,250	5.3
Semi-Detached	\$198,000	\$186,000	6.5	\$209,000	5.3-	\$198,000	\$186,000	6.5
Freehold Townhouse	\$217,000	\$200,025	8.5	\$207,500	4.6	\$217,000	\$200,025	8.5
Condominium Unit	\$171,900	\$125,000	37.5	\$148,750	15.6	\$171,900	\$125,000	37.5
Co-operative	\$106,500	\$133,000	19.9-	\$146,500	27.3-	\$106,500	\$133,000	19.9-
Link Home	\$222,250	\$194,500	14.3	\$207,000	7.4	\$222,250	\$194,500	14.3
Cottage / Recreational	\$207,000	\$207,000		\$207,000		\$207,000	\$207,000	
Mobile Home	\$64,000	\$19,000	236.8	\$19,000	236.8	\$64,000	\$19,000	236.8
Total-All Categories	\$242,000	\$228,000	6.1	\$230,000	5.2	\$242,000	\$228,000	6.1

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

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	\$270,000	\$255,000	5.9	\$261,500	3.3	\$270,000	\$255,000	5.9
Semi-Detached	\$190,000	\$187,000	1.6	\$190,000		\$190,000	\$187,000	1.6
Freehold Townhouse	\$221,500	\$199,950	10.8	\$207,250	6.9	\$221,500	\$199,950	10.8
Condominium Unit	\$168,000	\$125,000	34.4	\$150,250	11.8	\$168,000	\$125,000	34.4
Co-operative	\$106,500	\$133,000	19.9-	\$146,500	27.3-	\$106,500	\$133,000	19.9-
Link Home	\$222,250	\$194,500	14.3	\$207,000	7.4	\$222,250	\$194,500	14.3
Cottage / Recreational	\$207,000	\$207,000		\$207,000		\$207,000	\$207,000	
Mobile Home	\$32,000	\$19,000	68.4	\$19,000	68.4	\$32,000	\$19,000	68.4
Total Residential Only	\$239,950	\$225,000	6.6	\$220,000	9.1	\$239,950	\$225,000	6.6

MLS SUMMARY  
JAN 01/08 to JAN 31/08

## NEW LISTINGS PROCESSED

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN	YTD 08	YTD 07	%CHANGE 07/08
Sgl Family-Detached	653	592	10.3	210	211.0	653	592	10.3
Sgl Family-All Other	276	314	12.1-	123	124.4	276	314	12.1-
Total Residential Only	929	906	2.5	333	179.0	929	906	2.5
Multi Family	56	47	19.1	23	143.5	56	47	19.1
Farm	8	2	300.0			8	2	300.0
Land	23	17	35.3	11	109.1	23	17	35.3
Commercial	126	146	13.7-	86	46.5	126	146	13.7-
Total - All Categories	1,142	1,118	2.1	453	152.1	1,142	1,118	2.1

## NUMBER OF ACTIVE LISTINGS (END OF PERIOD)

	JAN 08	JAN 07	%CHANGE 07/08	DEC 07	%CHANGE DEC/JAN
Sgl Family-Detached	1,092	1,283	14.9-	839	30.2
Sgl Family-All other	461	652	29.3-	349	32.1
Total Residential Only	1,553	1,935	19.7-	1,188	30.7
Multi Family	100	104	3.8-	81	23.5
Farm	27	27		27	
Land	95	126	24.6-	81	17.3
Commercial	552	525	5.1	535	3.2
Total - All Categories	2,327	2,717	14.4-	1,912	21.7