

CITY OF GUELPH REAL ESTATE MARKET REPORT

AUGUST 2018

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

DESPITE THE TRADITIONAL SUMMER, WE CONTINUE TO MAKE UP GROUND ON 2017'S BLISTERING 1ST QUARTER WITH CONSISTENCY THROUGHOUT THIS YEAR.



YEAR-TO-DATE SALES VOLUME OF \$777,371,062

Down 15% from 2017's \$911,999,055. Unit sales of 1525 are down 13.5% from 2017's 1767, with 2,322 new listings down 4.5%, and a 66% sales/listings ratio down 9.5%.



AUGUST SALES VOLUME OF \$96,623,293

Up 14% from 2017's \$84,827,803. Unit sales of 192 are up 4% from last August's 184, with 250 new listings up 18%, and a 77% sales/listing ratio down 11.5%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$511,142

Up from \$510,756 one year ago. Median sale price \$476,300 up from \$469,750 one year ago. Average days-on-market up 7 days to 25 compared to last year.



AUGUST Numbers

MEDIAN SALE PRICE +1.5%
\$476,300

SALES VOLUME +14%
\$96,623,293

UNIT SALES +4%
192

NEW LISTINGS +18%
250

EXPIRED LISTINGS -20.5%
39

UNIT SALES/LISTINGS RATIO -11.5%
77%

* Year over year comparison (August 2017 to August 2018)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January-August 2018)

*Sales Volume: is the dollar volume of homes sold within a reporting period

*Unit Sales: represent the total number of sales in a given reporting period

*New Listings: Units that have recently gone public and are for sale

*Expired Listings: A listing expires when the listing contract expiration date has passed without the property being sold

*Unit Sales/ Listings Ratio: Number of units sold compared to the number of units listed

*Average Price: The average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets

* Median Sale Price: exactly half of homes listed are above this price and exactly half are below

THE MARKET IN DETAIL



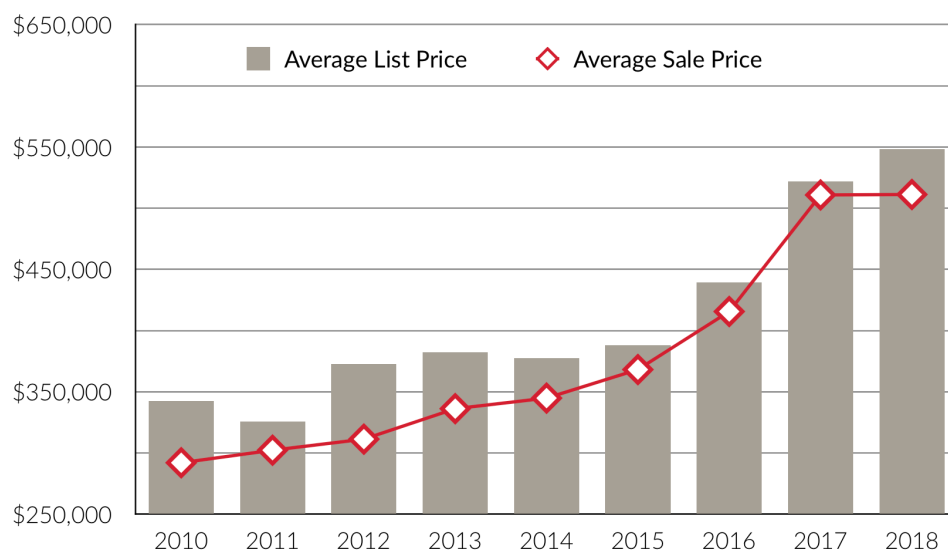
Table 1:
Guelph MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$769,546,245	\$911,999,055	\$777,371,062	-14.8%
YTD Unit Sales	1,852	1,767	1,525	-13.7%
YTD New Listings	2,171	2,434	2,322	-4.6%
YTD Sales/Listings Ratio	85%	73%	66%	-9.5%
YTD Expired Listings	143	143	210	+46.9%
August Volume Sales	\$83,710,884	\$84,827,803	\$96,623,293	+13.9%
August Unit Sales	191	184	192	+4.3%
August New Listings	190	212	250	+17.9%
August Sales/Listings Ratio	101%	87%	77%	-11.5%
August Expired Listings	16	49	39	-20.4%
YTD Sales: Under \$0-\$199K	72	33	10	-69.7%
YTD Sales: Under \$200K-\$349K	589	266	237	-10.9%
YTD Sales: Under \$350K-\$549K	907	1084	807	-25.6%
YTD Sales: Under \$550K-\$749K	225	415	337	-18.8%
YTD Sales: Under \$750K-\$999K	42	136	101	-25.7%
YTD Sales: \$1M+	17	47	30	-36.2%
YTD Average Days-On-Market	24	18	25	+35%
YTD Average Sale Price	\$415,547	\$510,756	\$511,142	+0.1%
YTD Median Sale Price	\$391,000	\$469,750	\$476,300	+1.4%

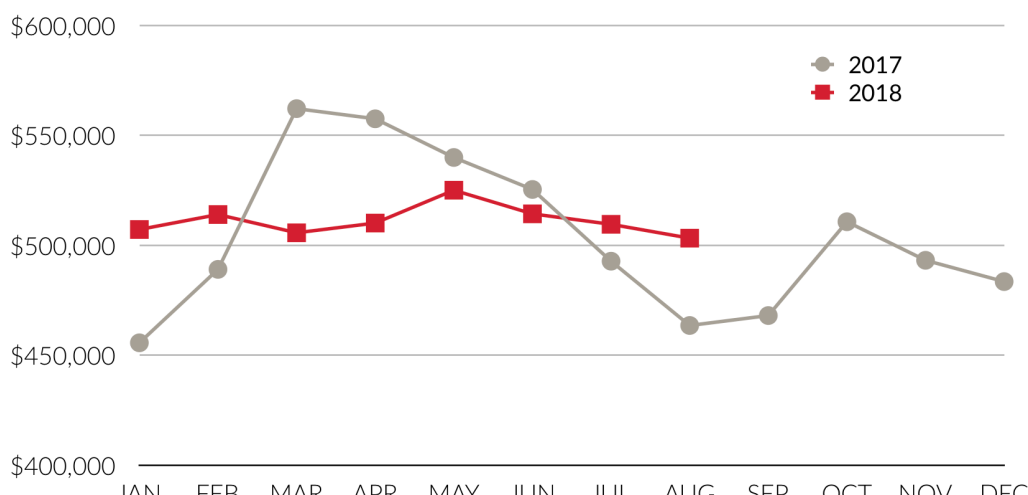
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



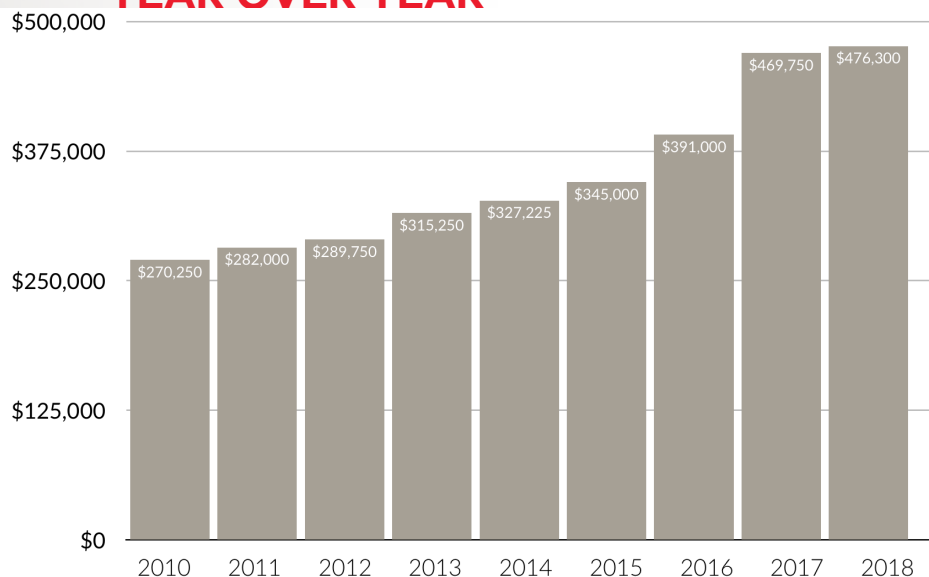
MONTH OVER MONTH 2017 VS. 2018



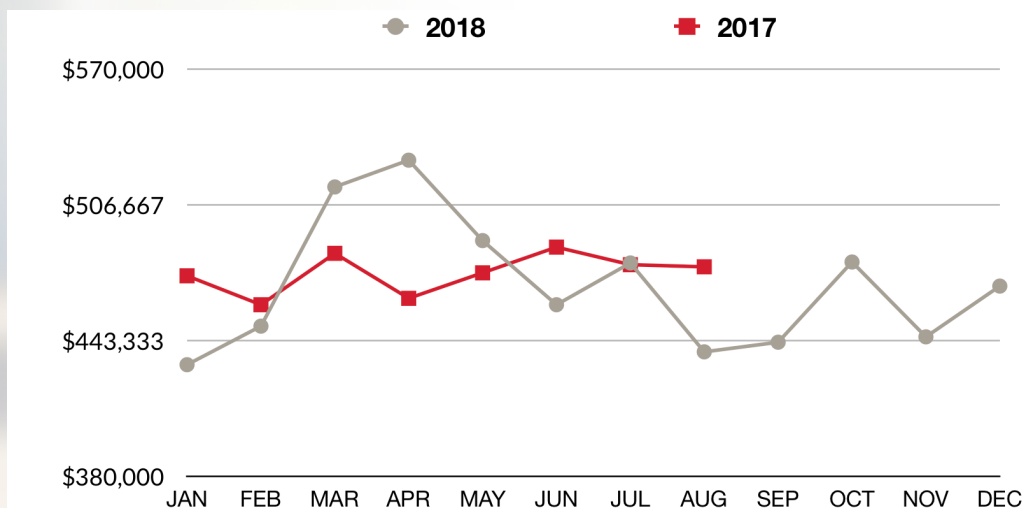
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

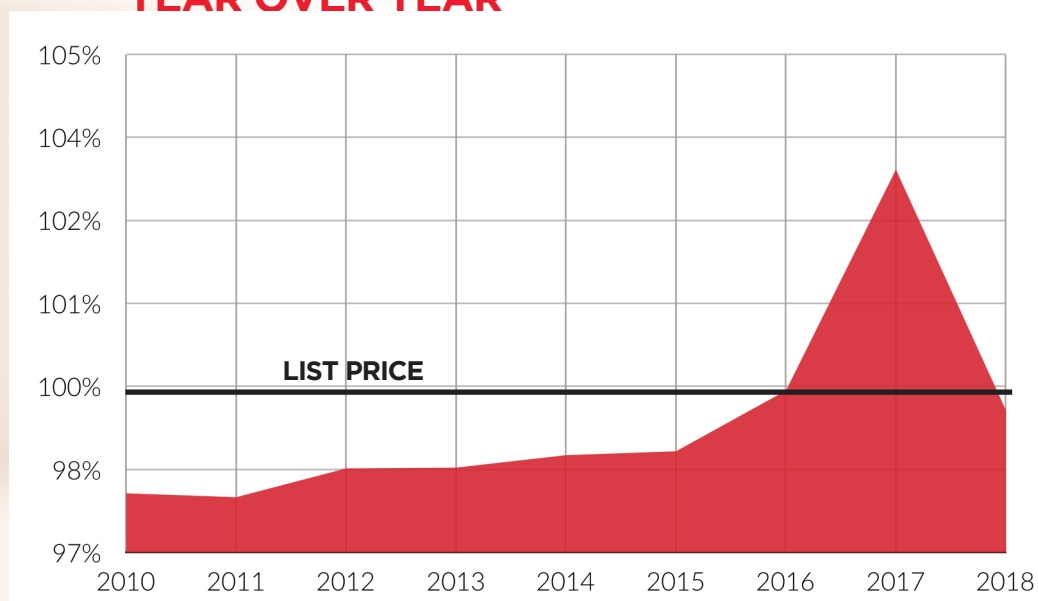


* Median sale price is based on residential sales (including freehold and condominiums).

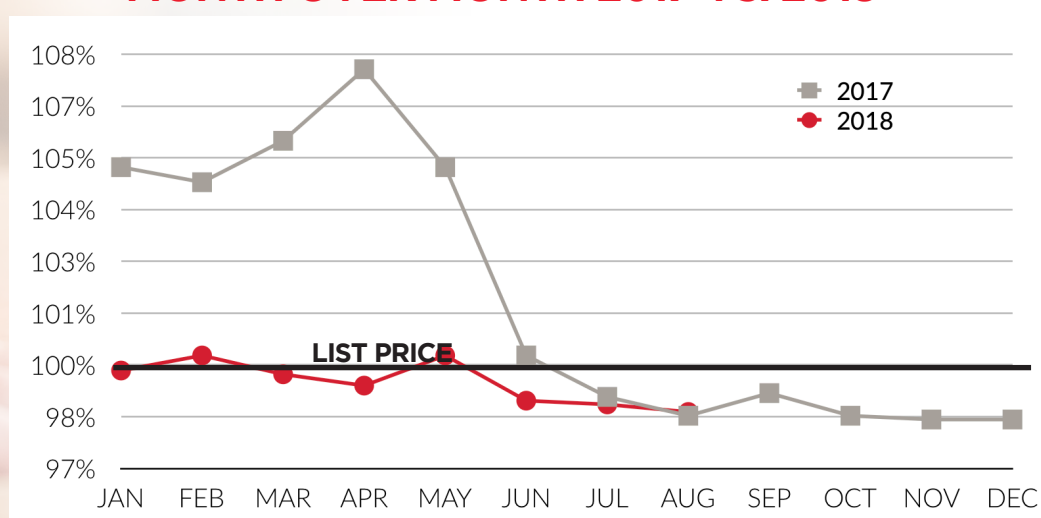
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



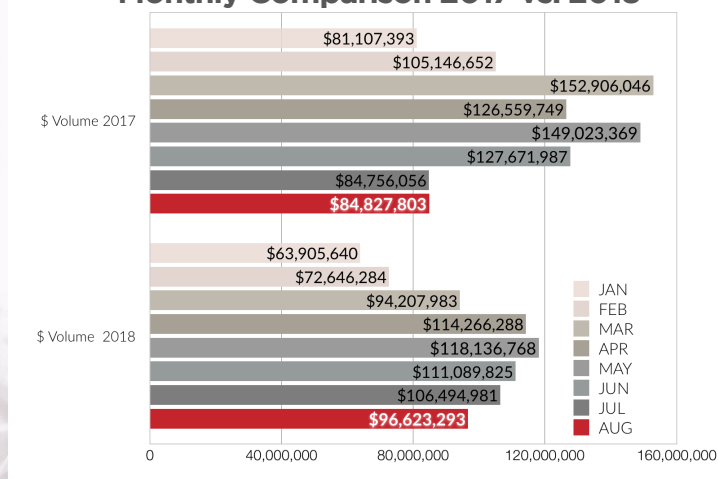
MONTH OVER MONTH 2017 VS. 2018



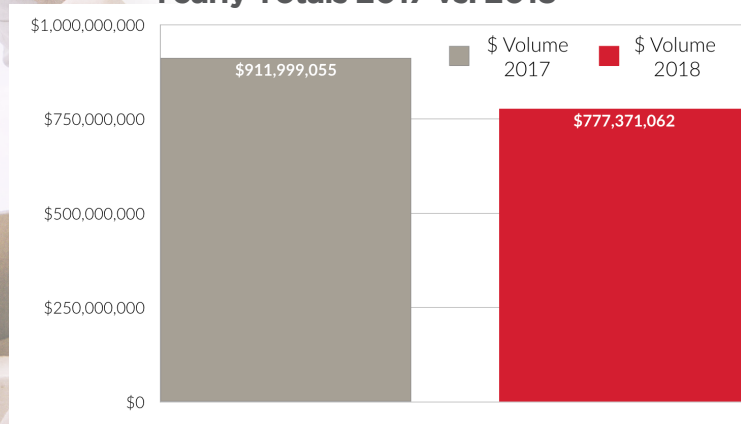
\$ VOLUME SALES

CITY OF GUELPH

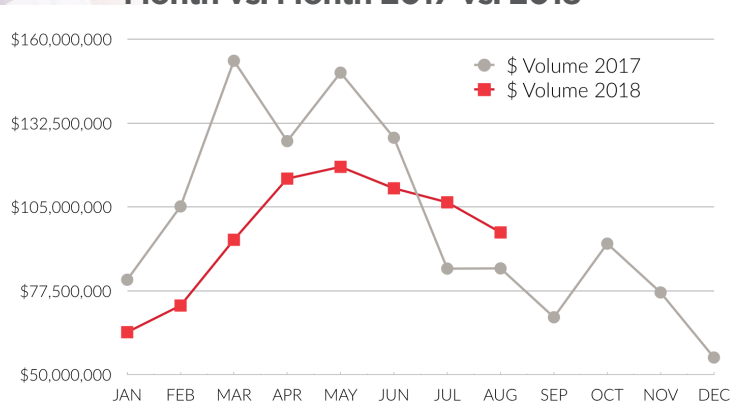
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



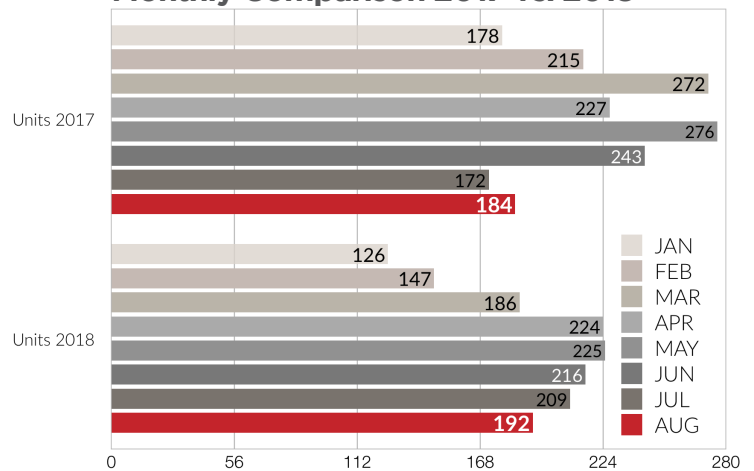
Month vs. Month 2017 vs. 2018



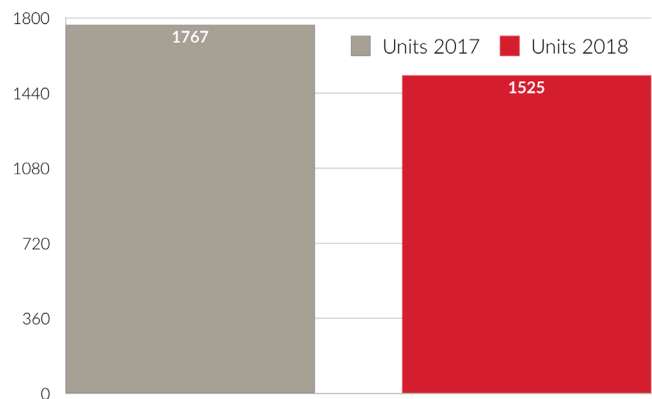
UNIT SALES

CITY OF GUELPH

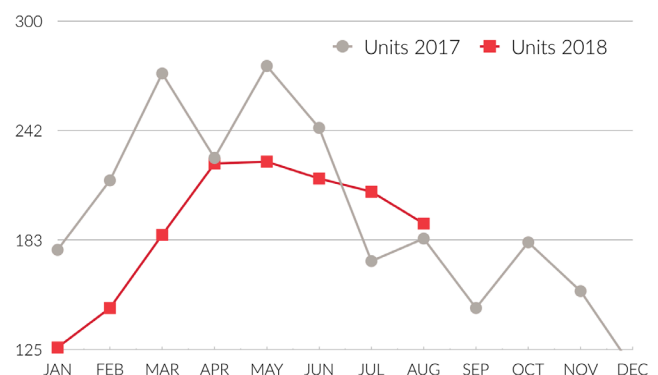
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

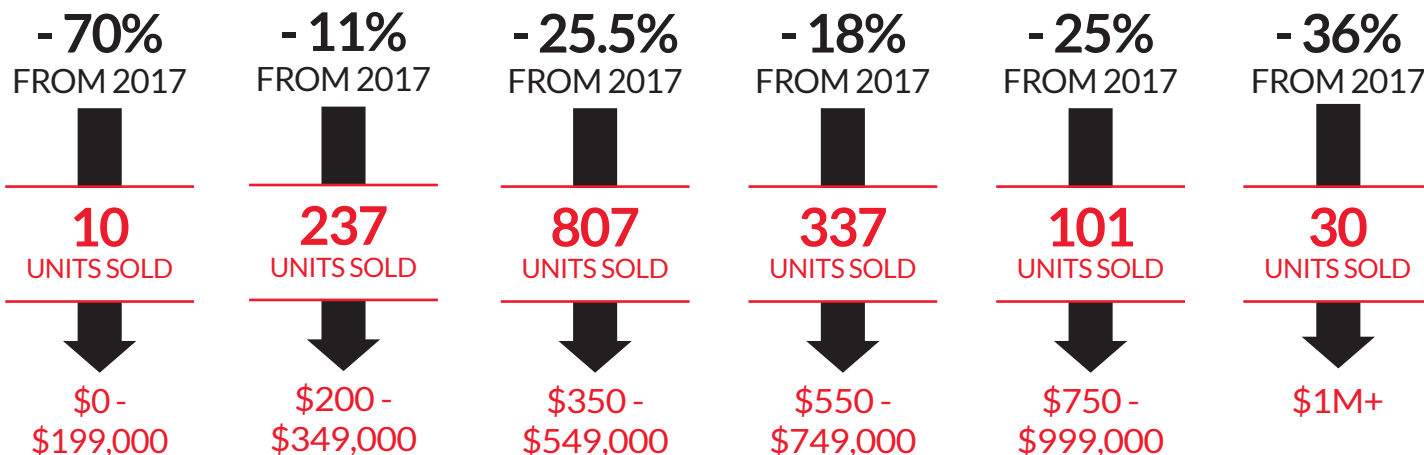


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

FREEHOLD HOME SALES

- 20%

YTD
SALES VOLUME
\$551,565,756

- 19%

YTD
UNIT SALES
974

- 1%

YTD AVERAGE
SALE PRICE
\$566,289

+14%

AUGUST
SALES VOLUME
\$69,590,800

+6%

AUGUST
UNIT SALES
122

CONDOMINIUM HOME SALES

+5%

YTD
SALES VOLUME
\$197,363,406

-0.5%

YTD
UNIT SALES
516

+5.5%

YTD AVERAGE
SALE PRICE
\$382,487

+7%

AUGUST
SALES VOLUME
\$24,370,993

-4.5%

AUGUST
UNIT SALES
64

VACANT LAND SALES

- 90%

YTD
SALES VOLUME
\$697,500

- 71.5%

YTD
UNIT SALES
2

-64%

YTD AVERAGE
SALE PRICE
348,750

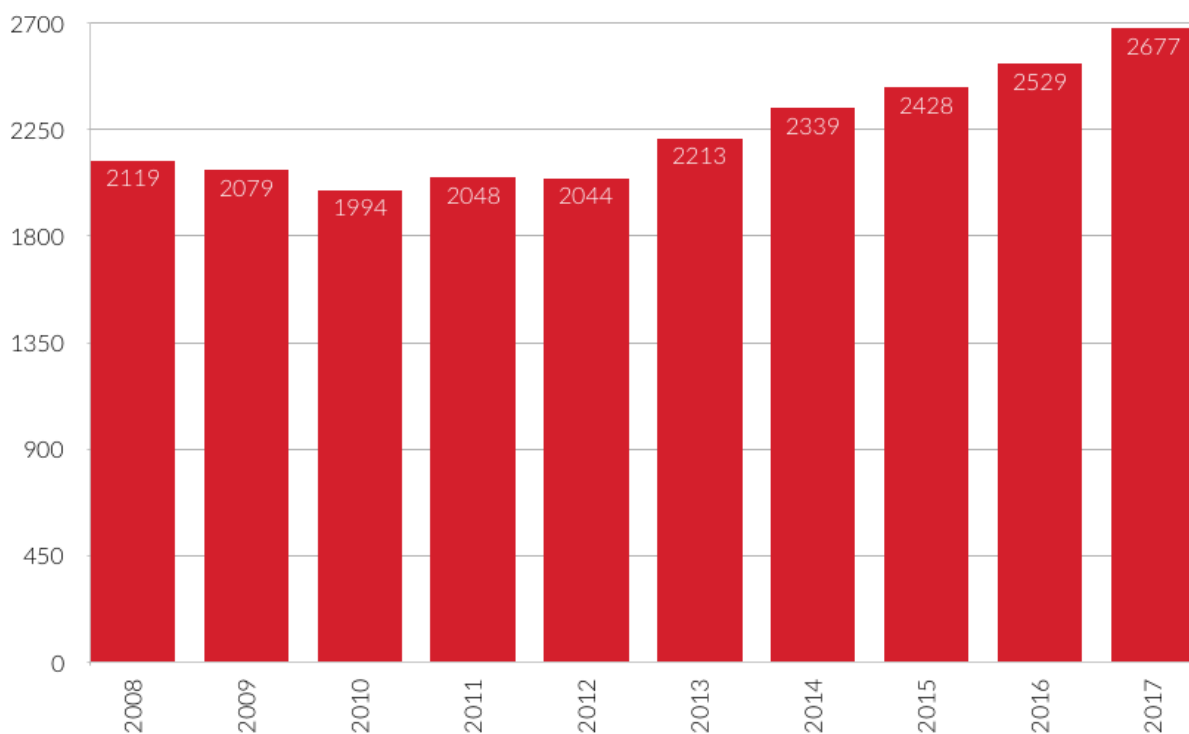
NO SALES IN 2017
TO COMPARE TO

AUGUST
SALES VOLUME
\$697,500

AUGUST
UNIT SALES
2

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

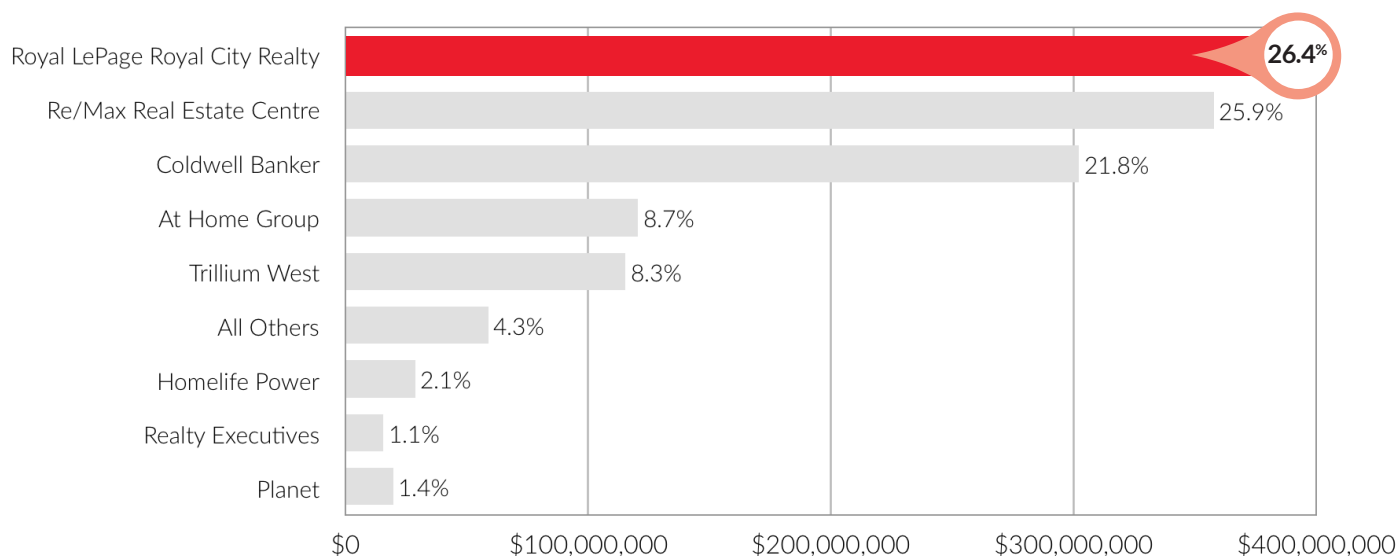


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

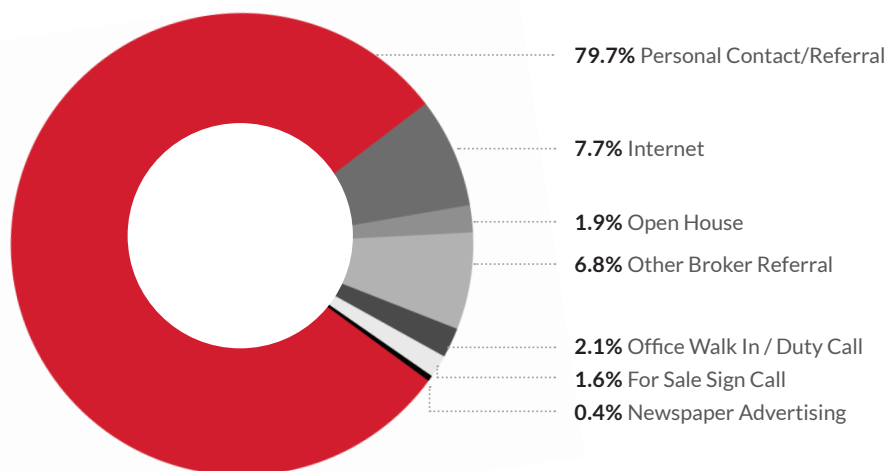
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - August 2018

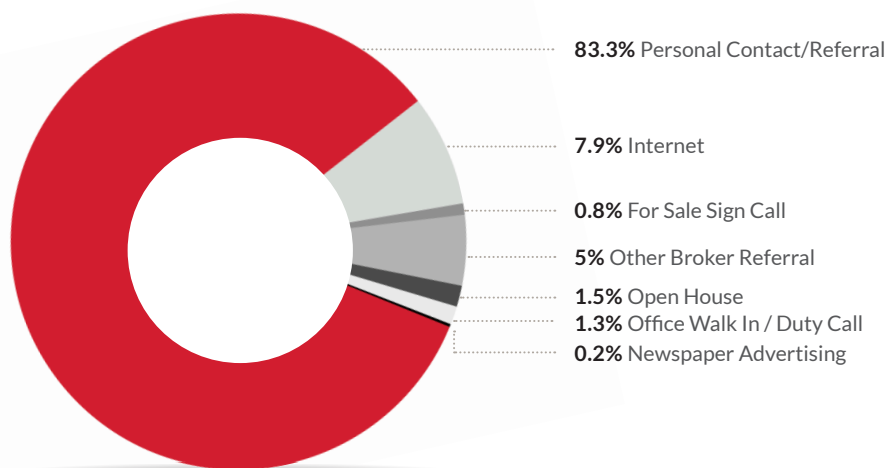


SOURCE OF BUSINESS

SOURCE OF BUYERS 2017 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2017 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FOUR CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

Ph. 519.843.1365

840 Tower Street S., Fergus



GUELPH

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

118 Main Street S, Rockwood



GUELPH

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph