



CITY OF GUELPH **REAL ESTATE** **MARKET REPORT**

JANUARY - JUNE 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



royalcity.com

OVERVIEW

SELLER'S MARKET

GIVEN THE LOW NUMBER OF NEW LISTINGS
AND SALES THE MARKET IS HEALTHY



YEAR-TO-DATE SALES VOLUME OF \$574,252,788

Down **22.7%** from 2017's record **\$742,415,196**. Unit sales of **1124** are down **11%** from 2017's **1411**, with **1,788** new listings down **8%**, and a **63%** sales/listings ratio down **13%**.



JUNE SALES VOLUME OF \$111,089,825

Down **13%** from 2017's **\$127,671,987**. Unit sales of **216** are down **11%** from last June's **243**, with **313** listings down **17%**, and a **69%** sales/listing ratio up **7%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$512,724

Down from the **\$521,623** one year ago. Average days-on-market up **9** days to **24** compared to last year.



JUNE Numbers

SALES VOLUME -13%

\$111,089,825

UNIT SALES -11%

216

NEW LISTINGS -17.2%

313

EXPIRED LISTINGS +135%

33

UNIT SALES/LISTINGS RATIO +7%

69%

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

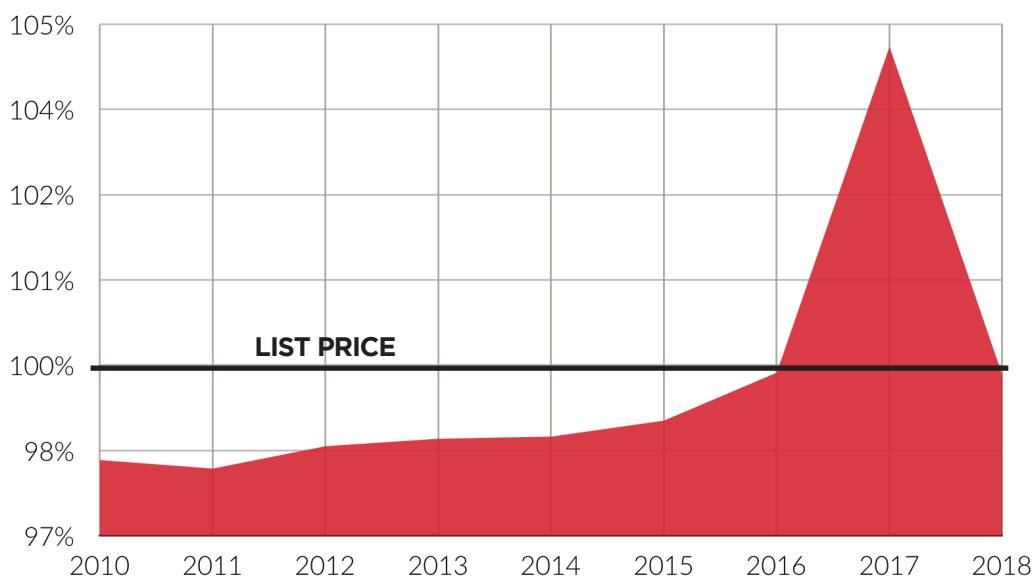
*Average Price: The average sale price can be volatile if one or more properties were sold at an extraordinarily high or low price, the average is skewed higher or lower as a result. This can be an unreliable stat, especially in smaller markets

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

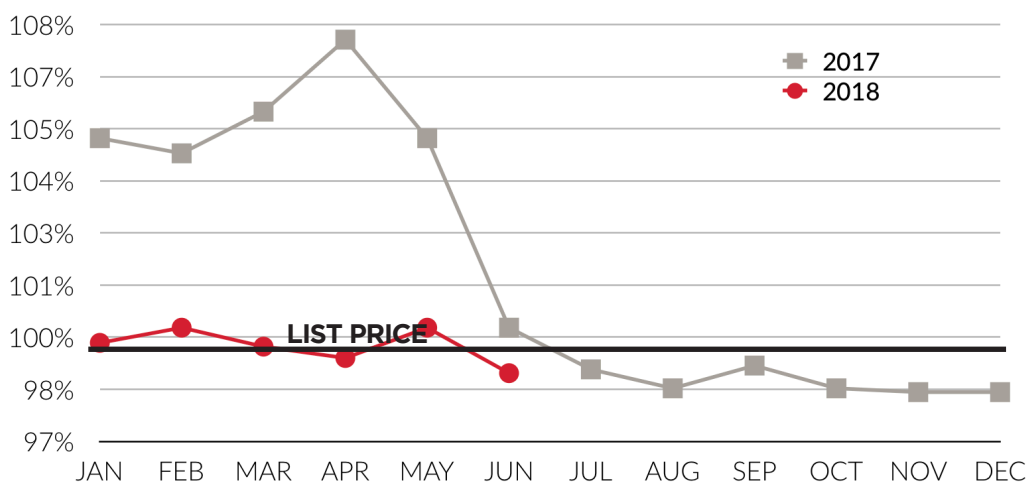
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



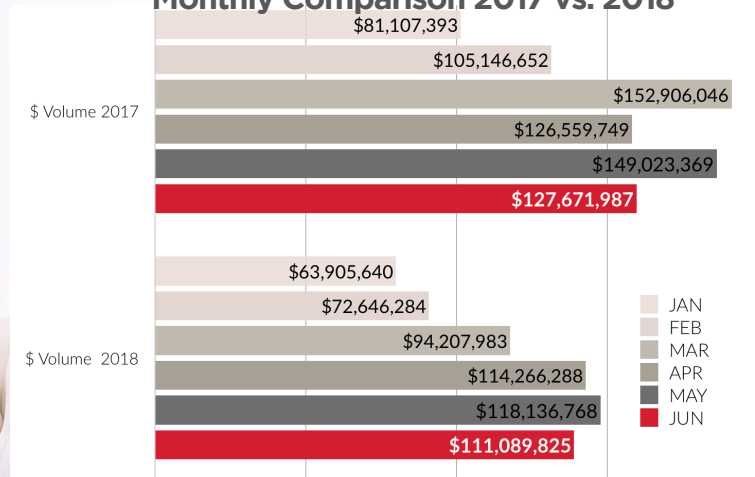
MONTH OVER MONTH 2017 VS. 2018



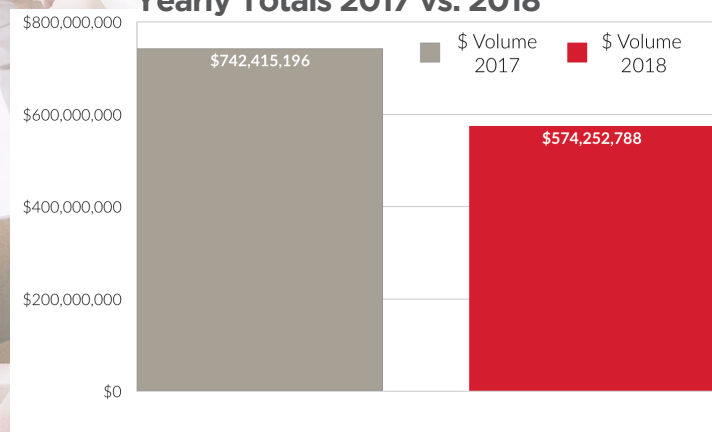
\$ VOLUME SALES

CITY OF GUELPH

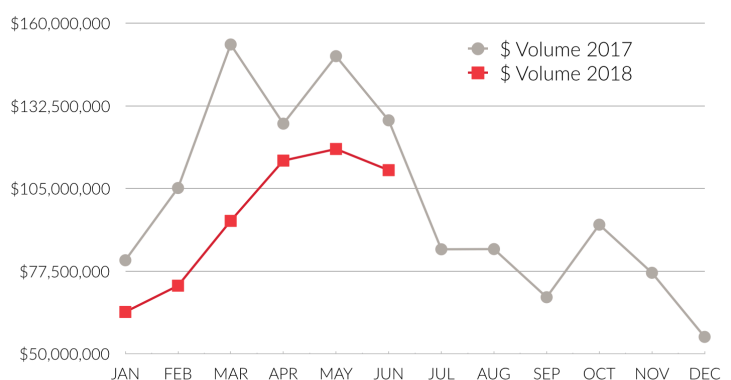
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

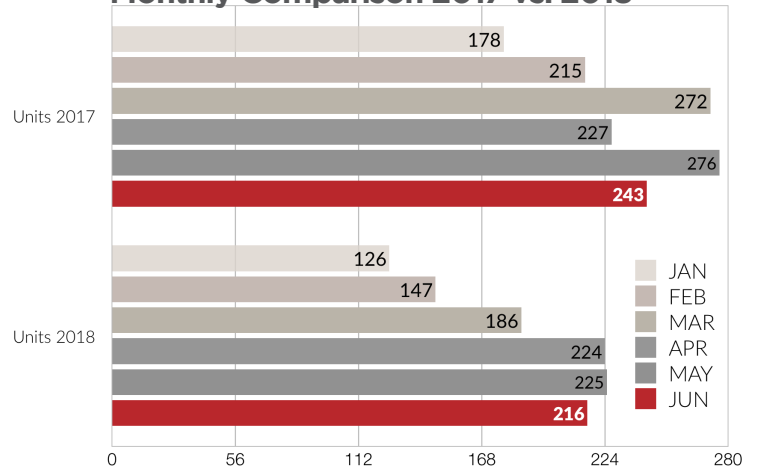




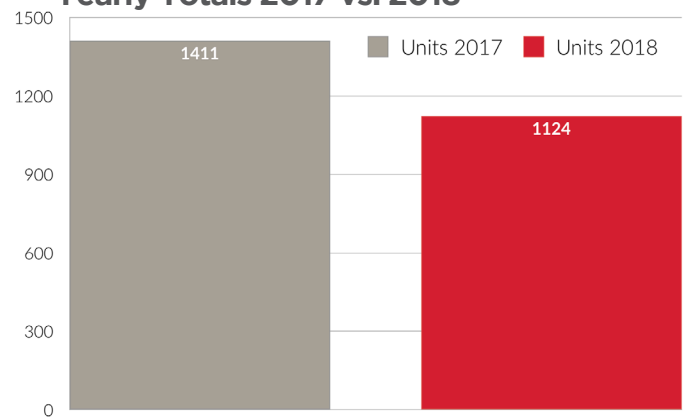
UNIT SALES

CITY OF GUELPH

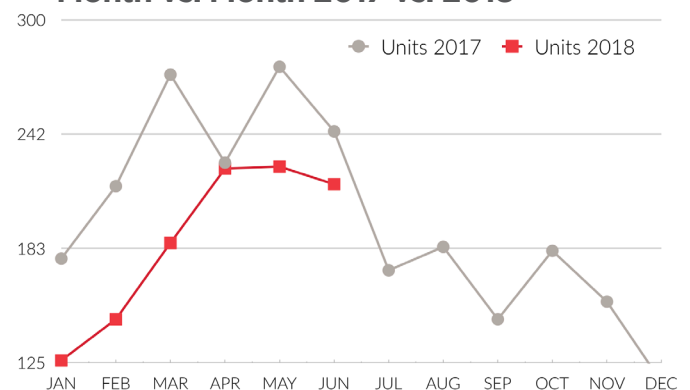
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

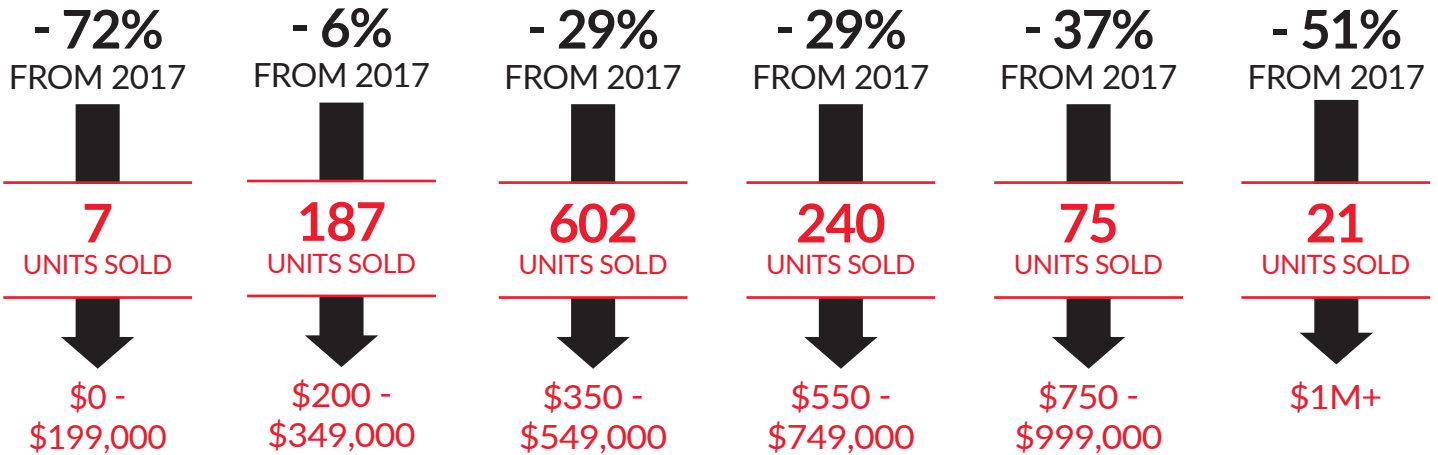


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



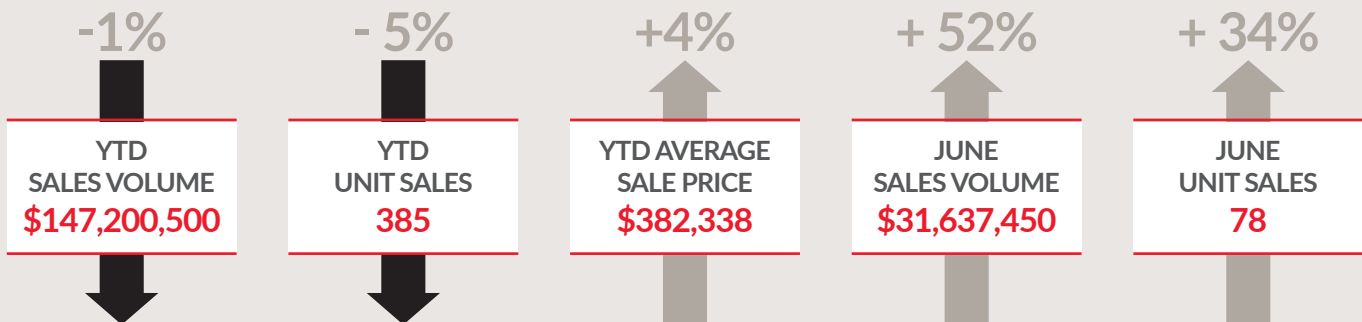
SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

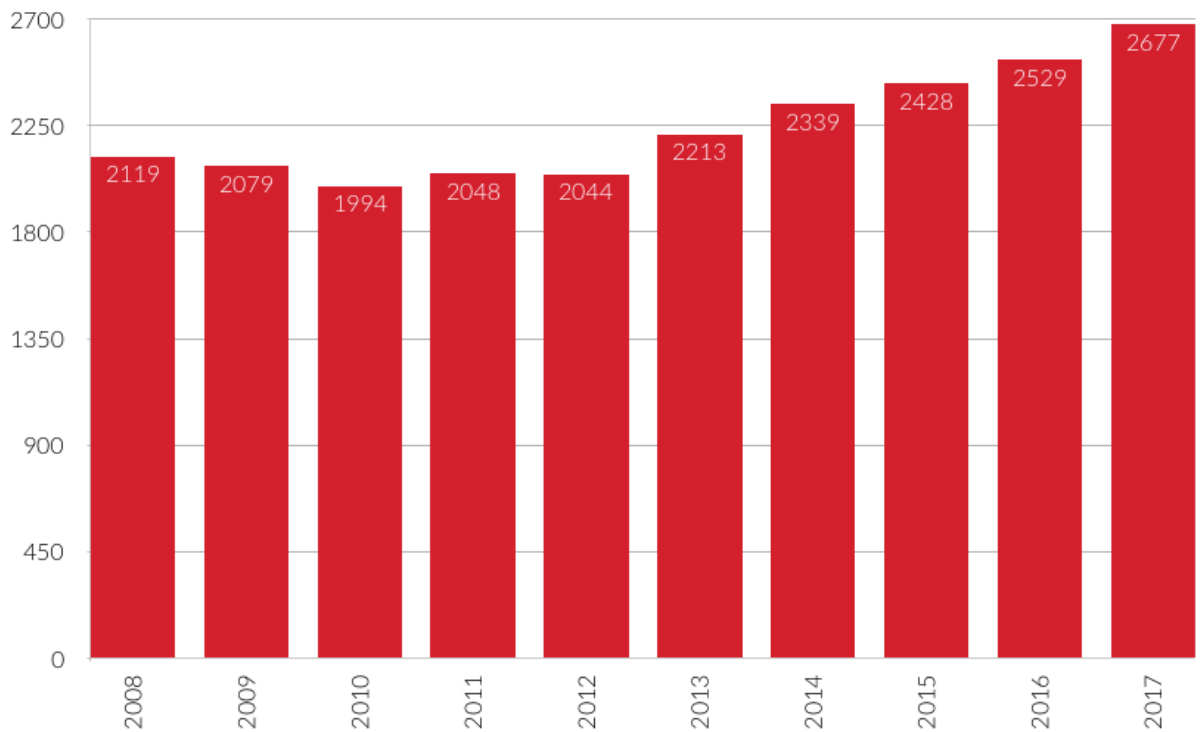


VACANT LAND SALES

There have been zero vacant land sales in the City of Guelph in 2018.

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

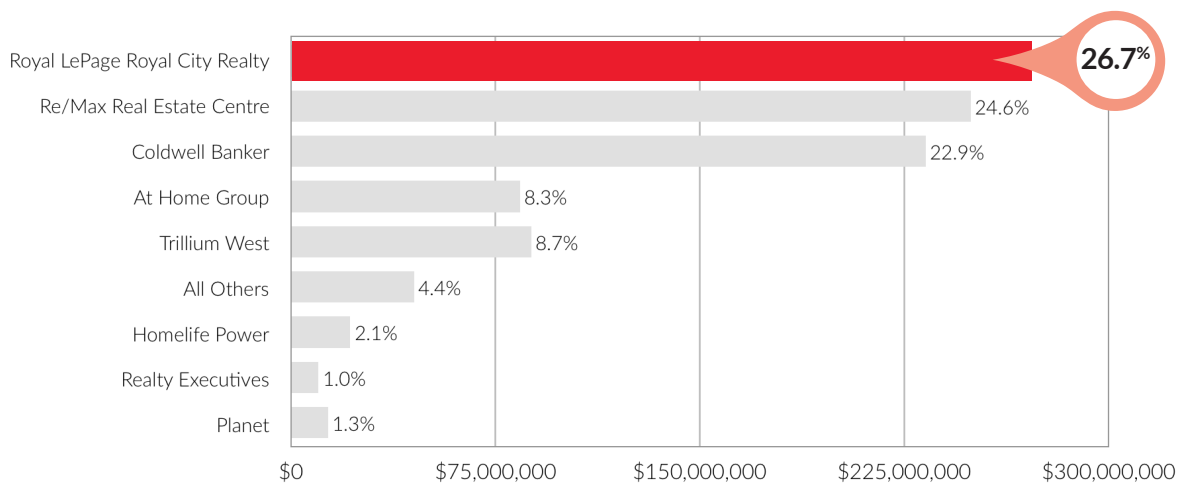


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

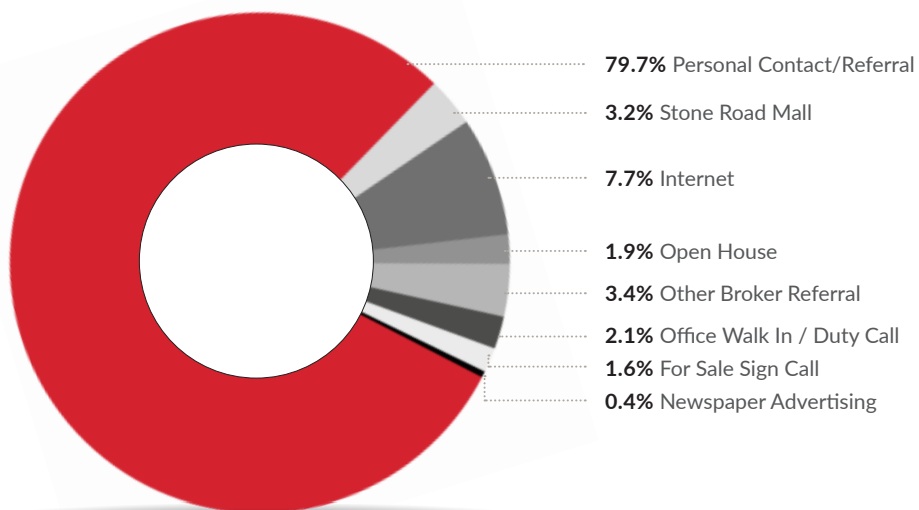
MARKET SHARE BY \$VOLUME

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

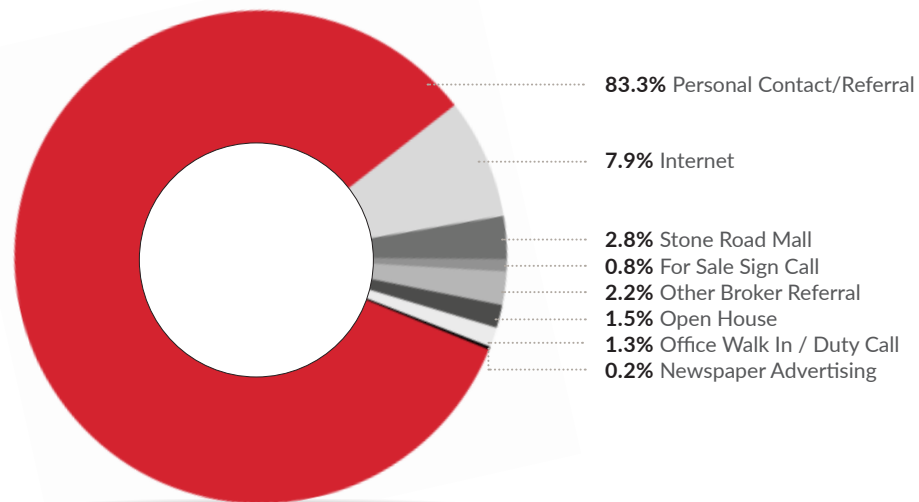


SOURCE OF BUSINESS

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



GORDON

Ph. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

Ph. 519.856.9922

118 Main Street S, Rockwood



SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph