



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

JANUARY - MARCH 2018



**ROYAL CITY REALTY**  
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



[www.royalcity.com](http://www.royalcity.com)

# MARKET OVERVIEW

**“AFTER MONTHS OF SLUGGISH  
ACTIVITY THE CITY OF GUELPH  
MARKET IS SHOWING SIGNS OF  
LIFE IN MARCH”**



THE MARKET IS A

## SELLER'S MARKET

APR. '17 - MAR. '18 AVERAGE SALES PRICE

\$505,125

**+ 12%** ↑

YTD AVERAGE SALES PRICE

\$508,958

**+ 1%** ↑

YTD SALES VOLUME

\$235,046,812

**- 31%** ↓

YTD AVERAGE DAYS ON MARKET

**22**

MONTHS OF INVENTORY AVERAGE

**2**

YTD UNIT SALES / LISTINGS RATIO

**62%**

YTD CLOSED PRICE VS. LIST PRICE RATIO

**99.7%**

2018 YEAR TO DATE

Unit Sales	462	- 31%
New Listings	743	- 10%
Expired Listings	50	+ 56%

## MARCH Numbers

SALES VOLUME - 38%

**\$95,069,888**

UNIT SALES - 31%

**188**

NEW LISTINGS - 18%

**264**

EXPIRED LISTINGS + 140%

**12**

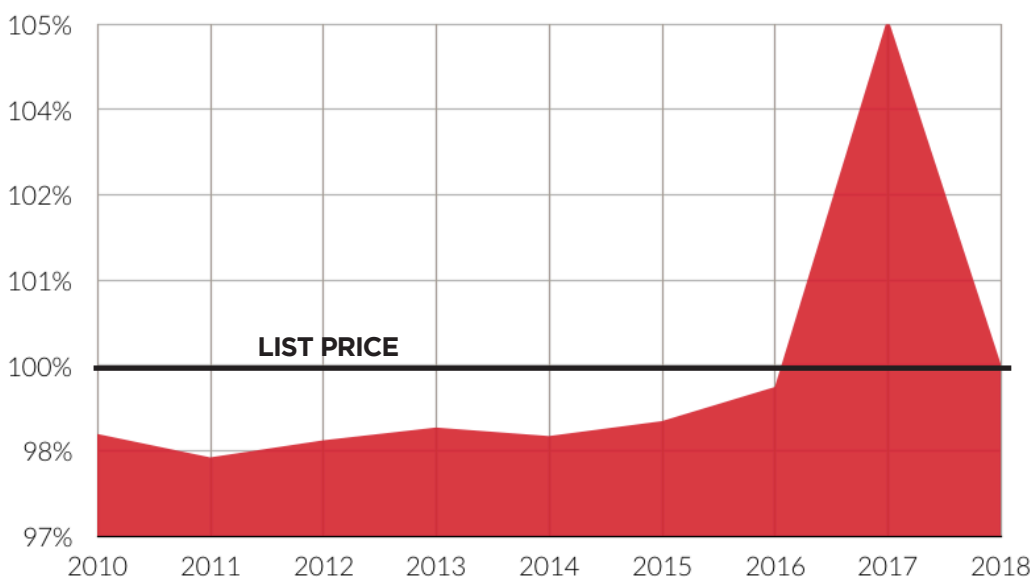
UNIT SALES/LISTINGS RATIO - 16%

**71%**

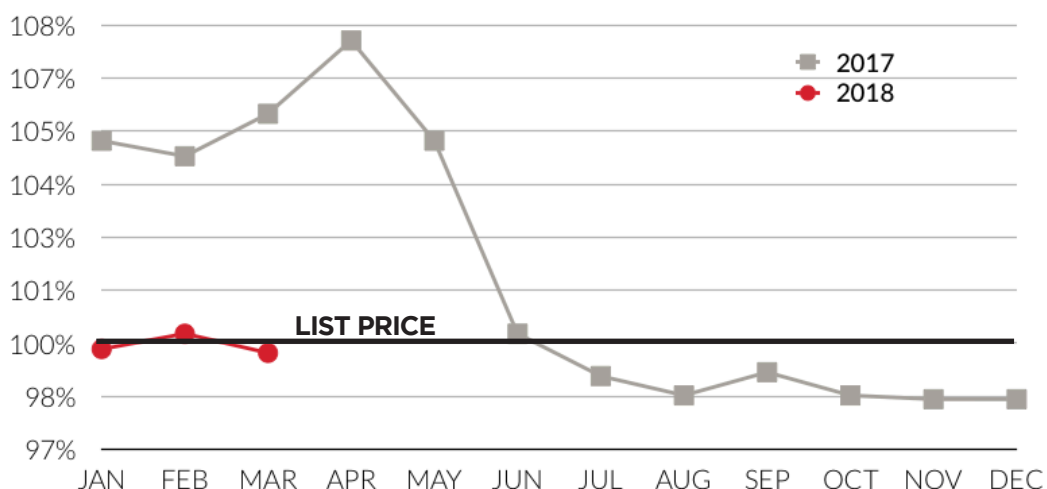
# SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

## YEAR OVER YEAR



## MONTH OVER MONTH 2017 VS. 2018

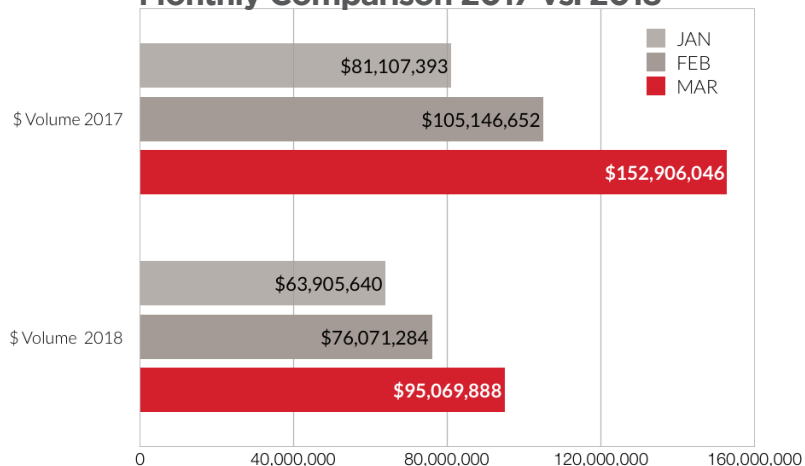




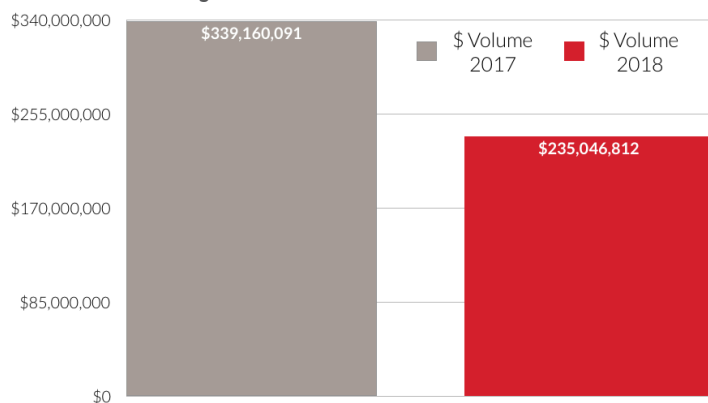
# \$ VOLUME SALES

## CITY OF GUELPH

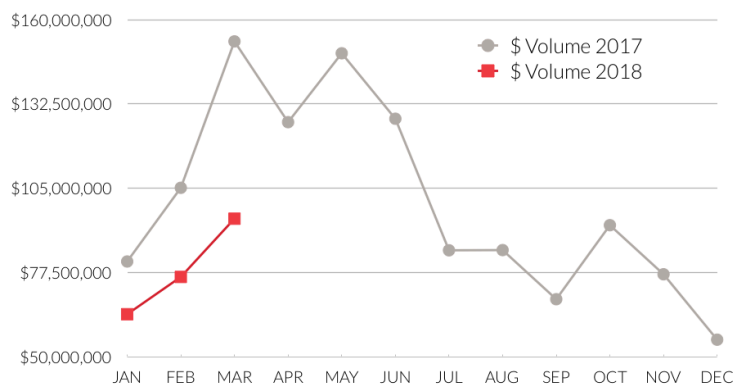
### Monthly Comparison 2017 vs. 2018



### Yearly Totals 2017 vs. 2018



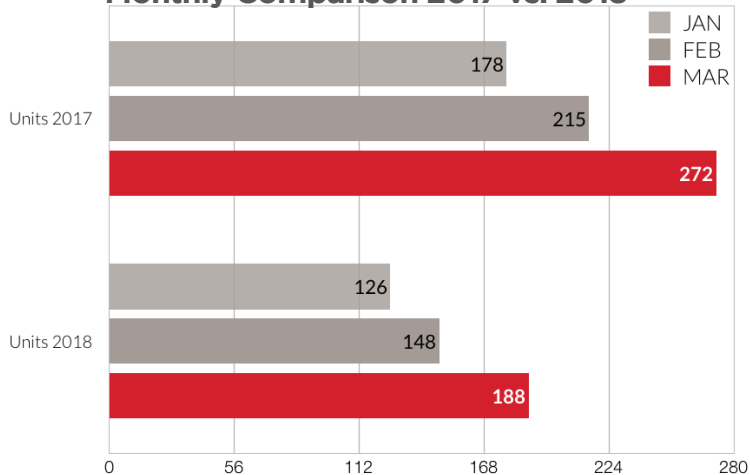
### Month vs. Month 2017 vs. 2018



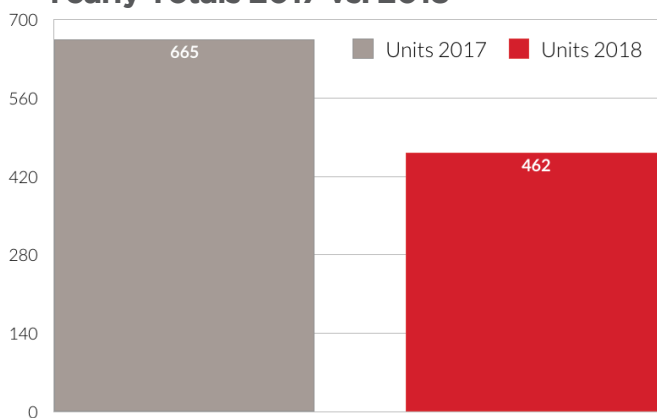
# UNIT SALES

## CITY OF GUELPH

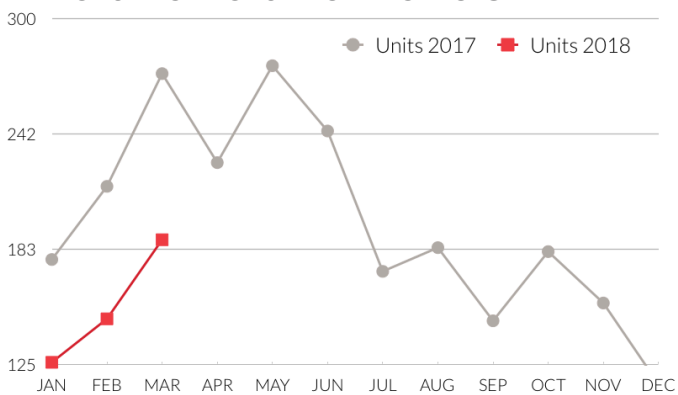
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



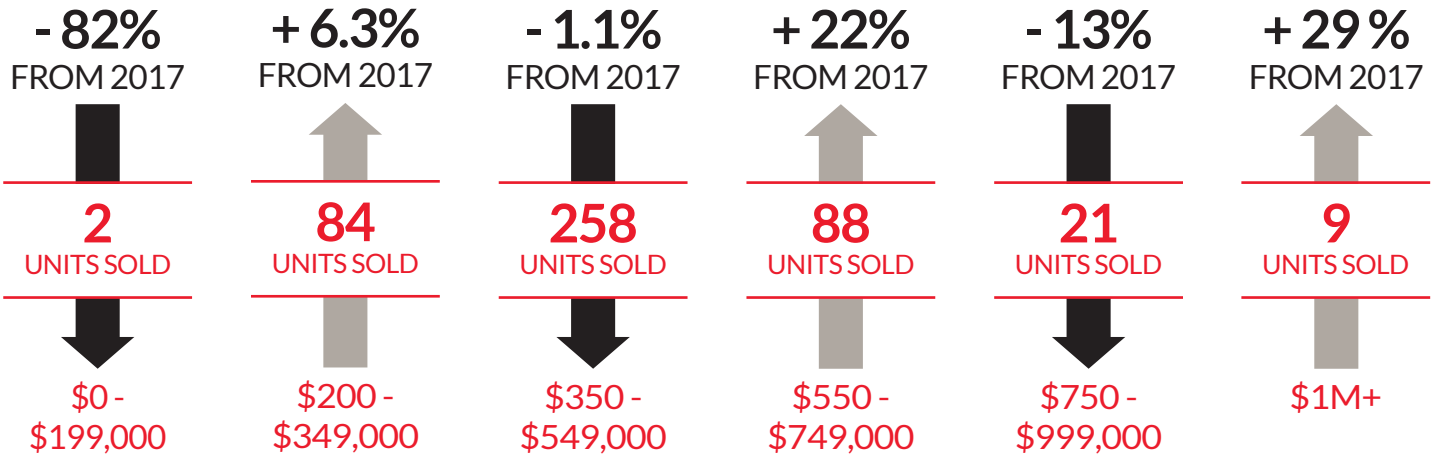
Month vs. Month 2017 vs. 2018





# SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



# SALES BY TYPE

## CITY OF GUELPH - YEAR TO DATE

### FREEHOLD HOME SALES

- 38%

YTD  
SALES VOLUME  
**\$157,583,707**

- 36%

YTD  
UNIT SALES  
**284**

- 3.3%

YTD AVERAGE  
SALE PRICE  
**\$554,872**

- 41%

MARCH  
SALES VOLUME  
**\$70,649,033**

- 36%

MARCH  
UNIT SALES  
**125**

### CONDOMINIUM HOME SALES

- 17%

YTD  
SALES VOLUME  
**\$61,890,050**

- 19%

YTD  
UNIT SALES  
**166**

+ 3.5%

YTD AVERAGE  
SALE PRICE  
**\$372,831**

- 24%

MARCH  
SALES VOLUME  
**\$22,028,700**

- 14%

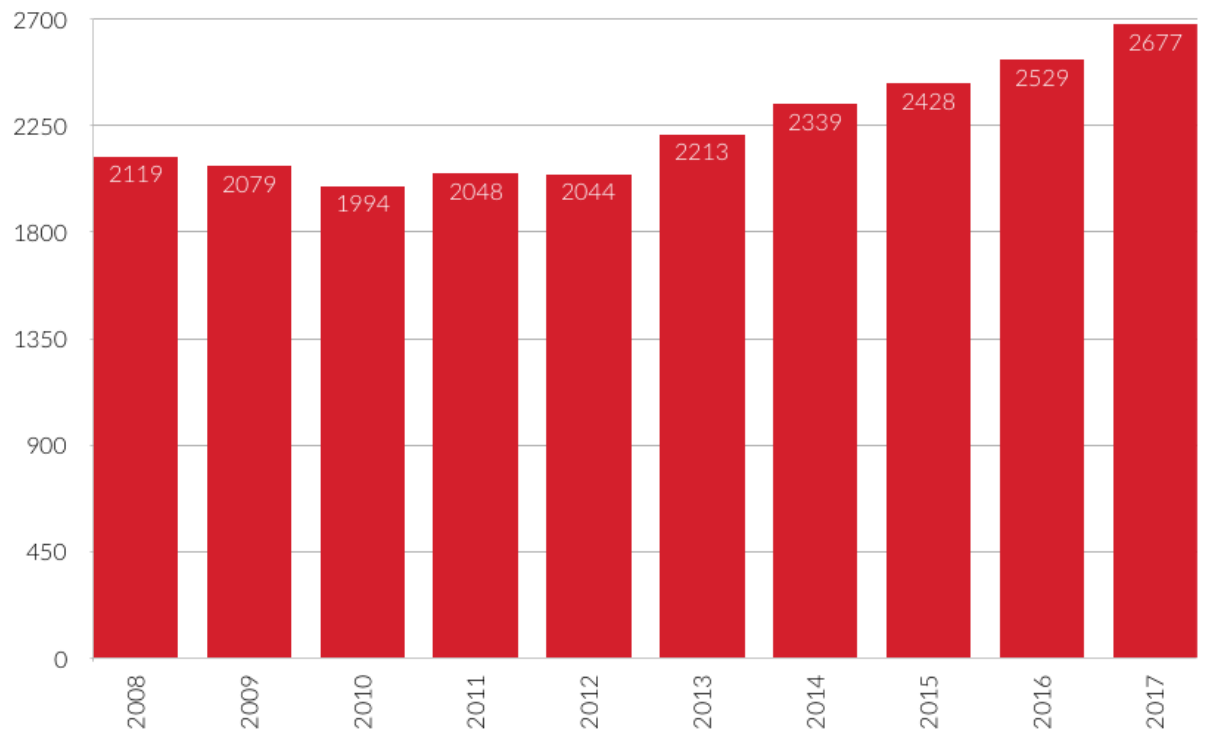
MARCH  
UNIT SALES  
**60**

### 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





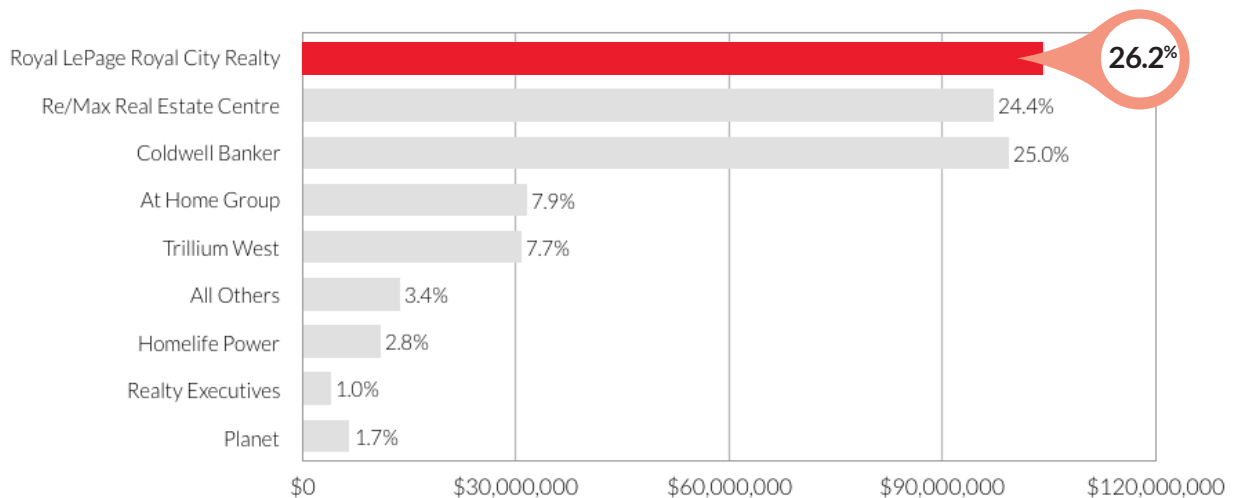


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

### MARKET SHARE BY \$VOLUME

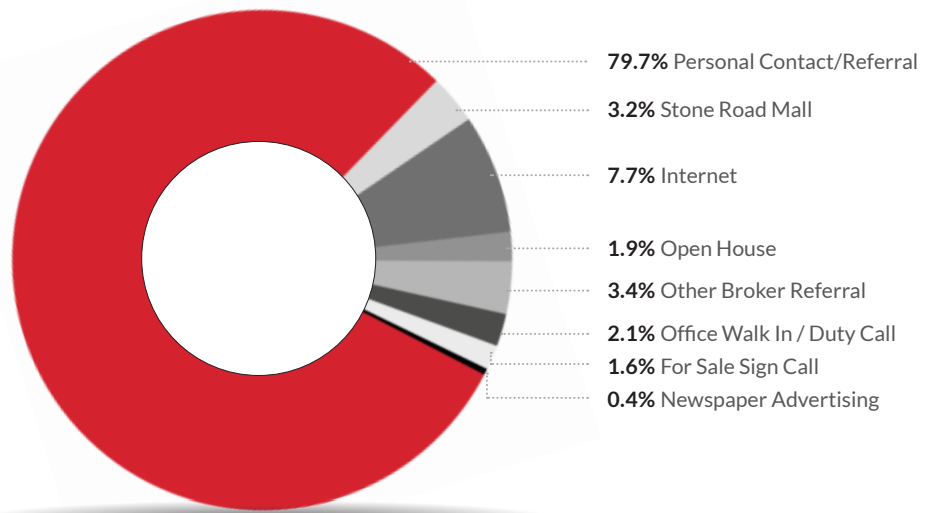
Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - March 2018



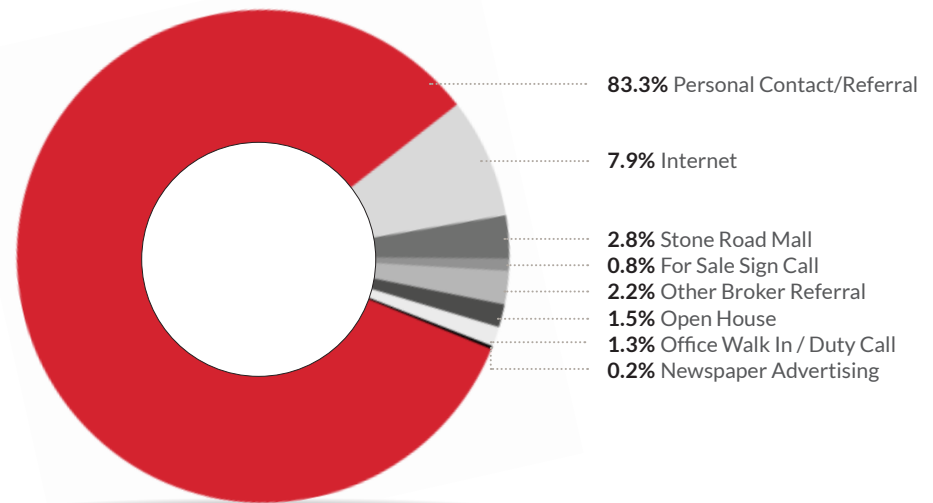


# SOURCE OF BUSINESS

## 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