



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

JANUARY - SEPTEMBER 2017



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

CITY OF GUELPH



YTD SALES VOLUME
\$922,192,705

+ 20% ↑

YTD AVERAGE DAYS ON MARKET

19

YTD SALES UNDER \$200K

34

YTD SALES \$200K-\$349K

298

YTD AVERAGE SALES PRICE
\$505,960.11

+ 21% ↑

YTD SALES \$350K-\$549K

965

YTD SALES \$550K-\$999K

591

YTD SALES OVER \$1M

48

2017 YEAR TO DATE

Unit Sales	1787	- 3.5%
New Listings	2733	- 3.5%
Expired Listings	176	+ 11%
Unit Sales/Listing Ratio	65%	- 15%

SEPTEMBER Numbers

SALES VOLUME - 9.4%

\$69,673,990

UNIT SALES - 15%

149

NEW LISTINGS + 25%

273

EXPIRED LISTINGS + 120%

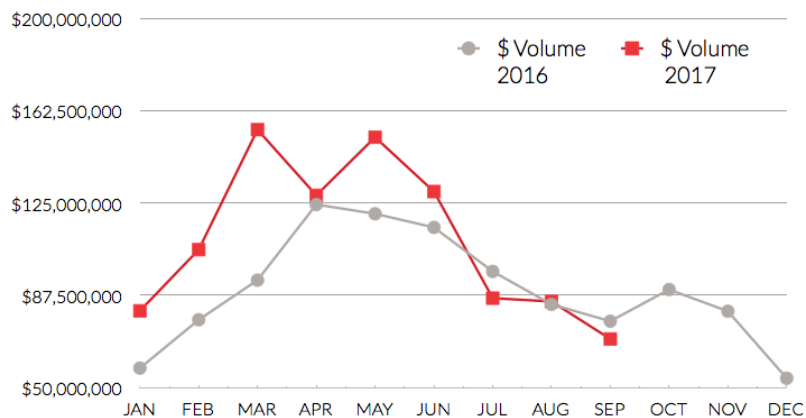
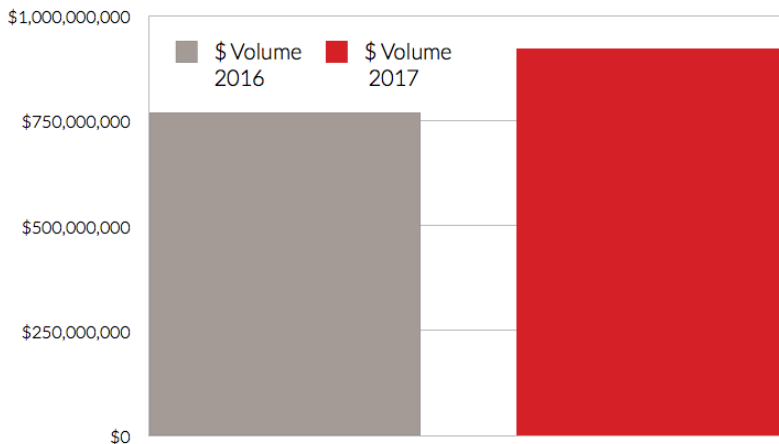
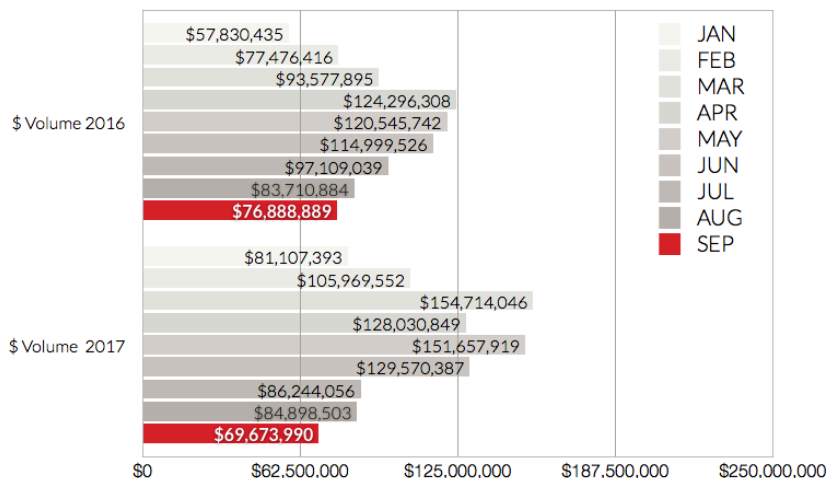
33

UNIT SALES/LISTINGS RATIO - 32%

55%

DOLLAR VOLUME

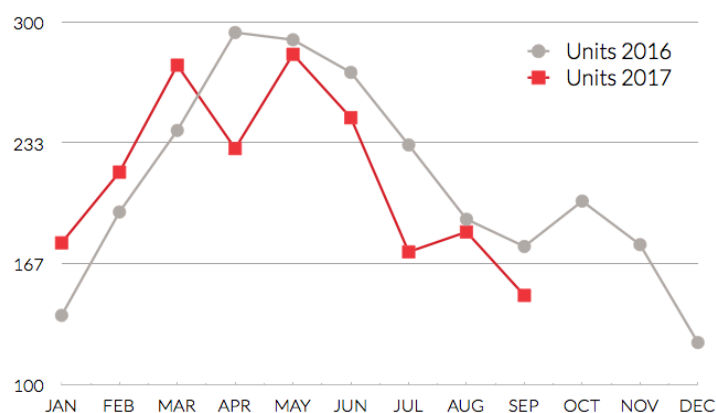
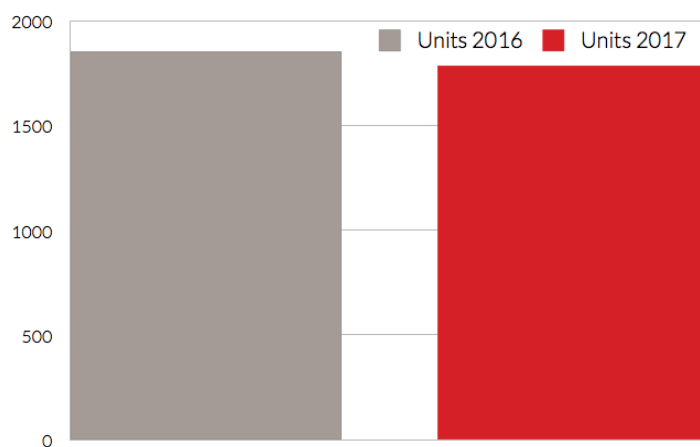
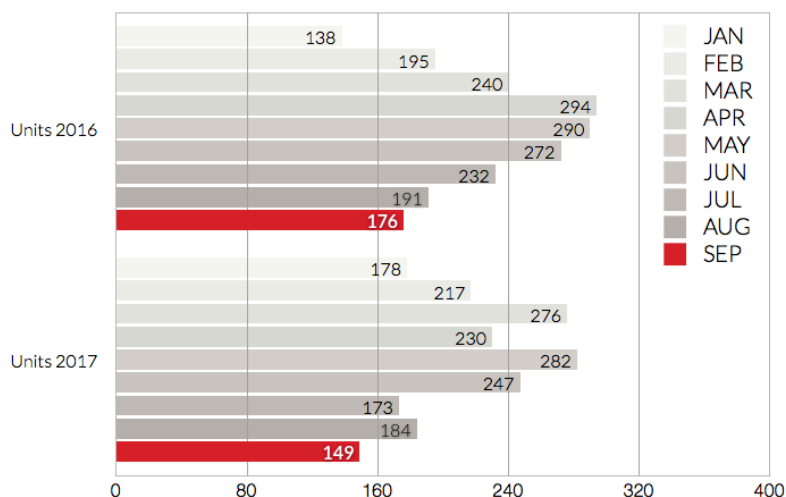
CITY OF GUELPH SALES YEAR TO DATE





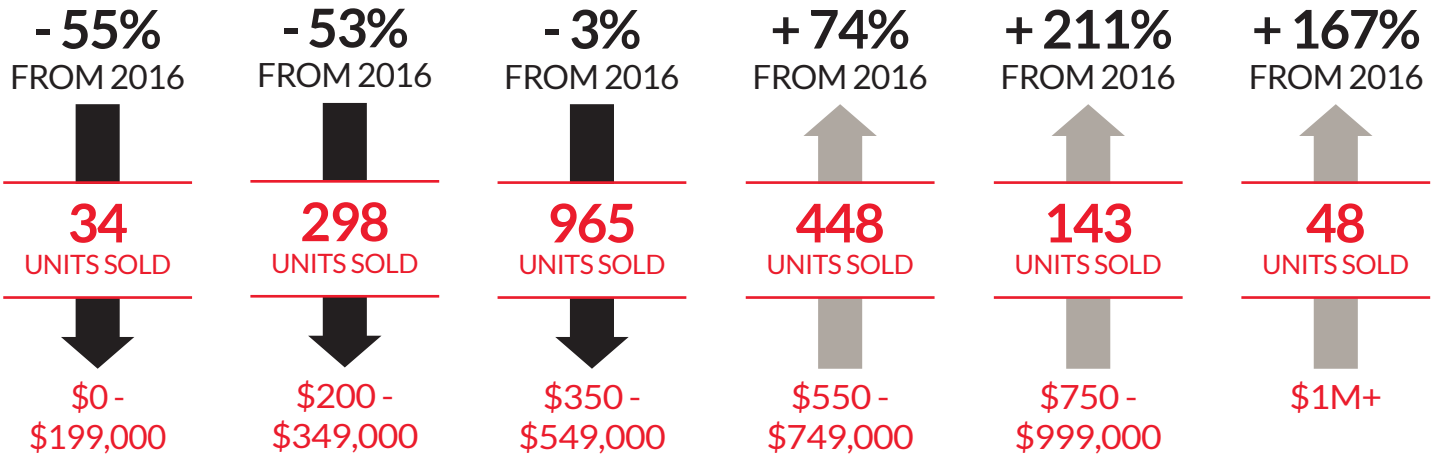
UNIT SALES

CITY OF GUELPH SALES YEAR TO DATE



MARKET OVERVIEW

CITY OF GUELPH BY PRICE BRACKET - YEAR TO DATE



SALES

CITY OF GUELPH BY TYPE - YEAR TO DATE

FREEHOLD HOME SALES

+ 16%

YTD
SALES VOLUME
\$743,864,989

- 6.3%

YTD
UNIT SALES
1311

+ 24%

YTD AVERAGE
SALE PRICE
\$567,403

- 15%

SEPTEMBER
SALES VOLUME
\$49,935,950

- 21%

SEPTEMBER
UNIT SALES
96

CONDOMINIUM HOME SALES

+ 21%

YTD
SALES VOLUME
\$208,653,318

- 1.5%

YTD
UNIT SALES
575

+ 23%

YTD AVERAGE
SALE PRICE
\$362,875

+ 8%

SEPTEMBER
SALES VOLUME
\$17,404,540

- 2%

SEPTEMBER
UNIT SALES
49

VACANT LAND SALES

+ 229%

YTD
SALES VOLUME
\$8,334,800

+ 33%

YTD
UNIT SALES
8

+ 147%

YTD AVERAGE
SALE PRICE
\$1,041,850

Even

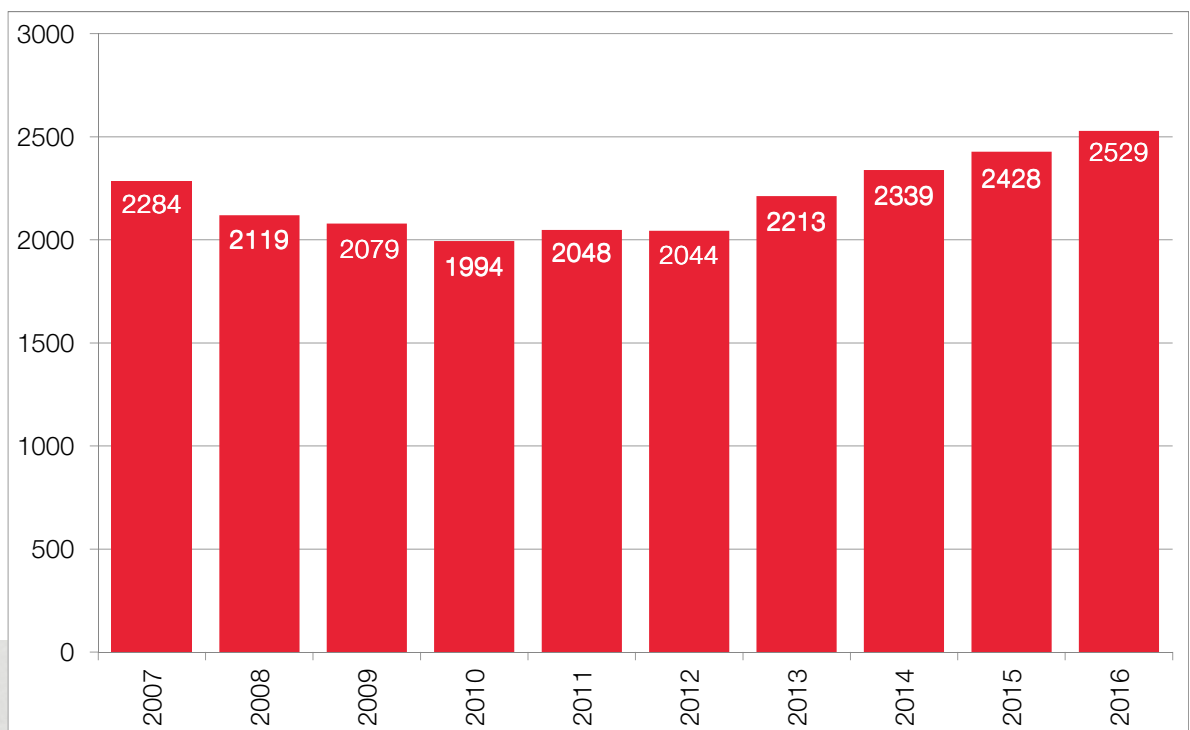
SEPTEMBER
SALES VOLUME
\$0

Even

SEPTEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CITY OF GUELPH UNITS SOLD



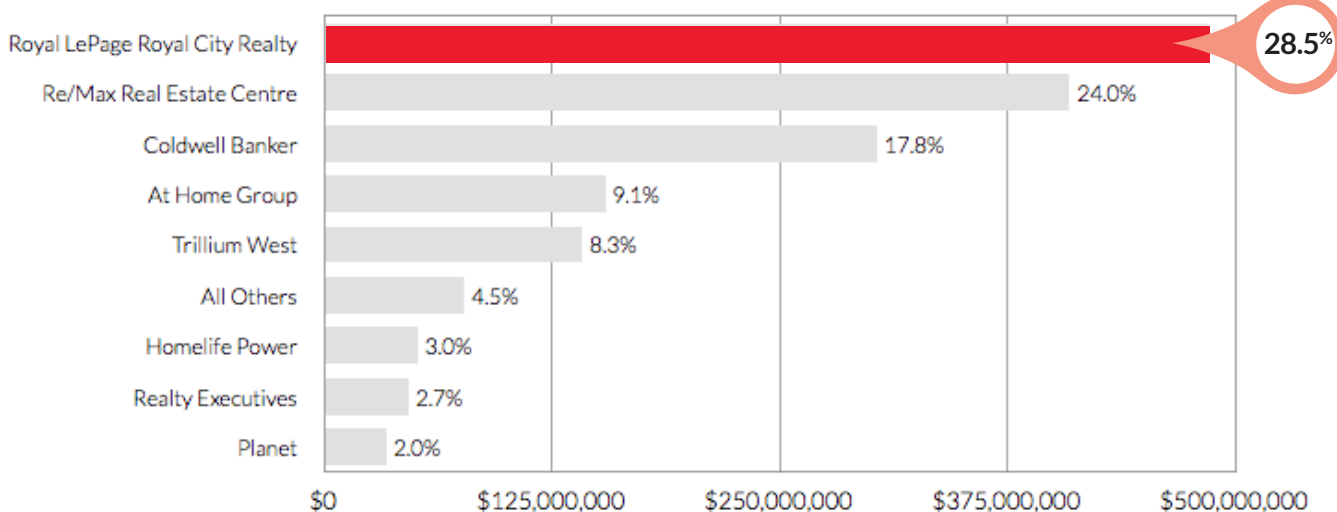


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

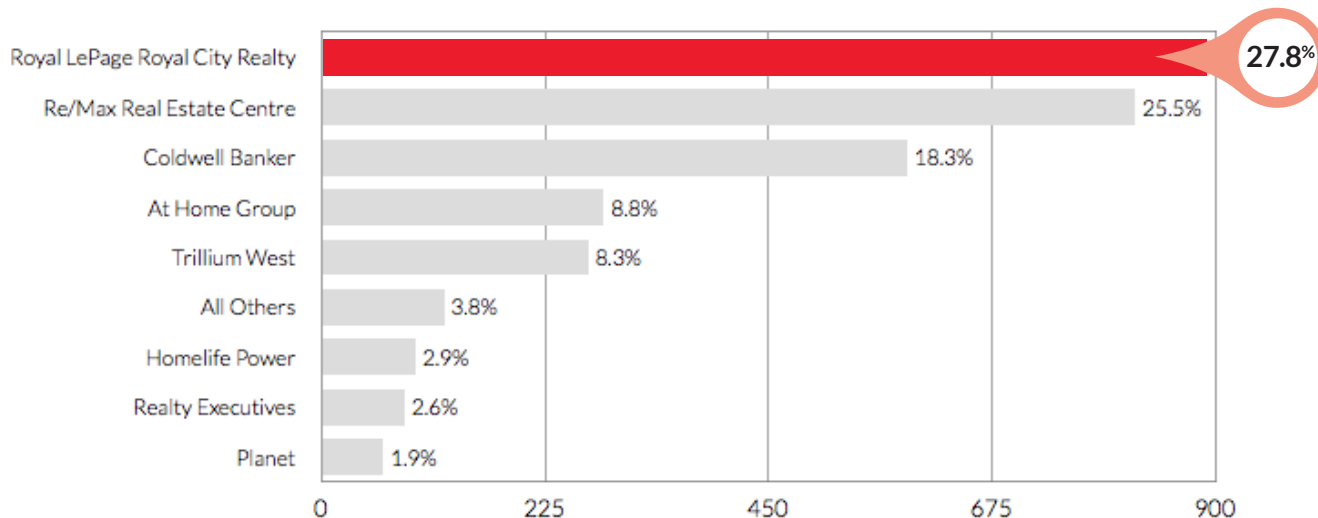
MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - September 2017



MARKET SHARE BY UNITS

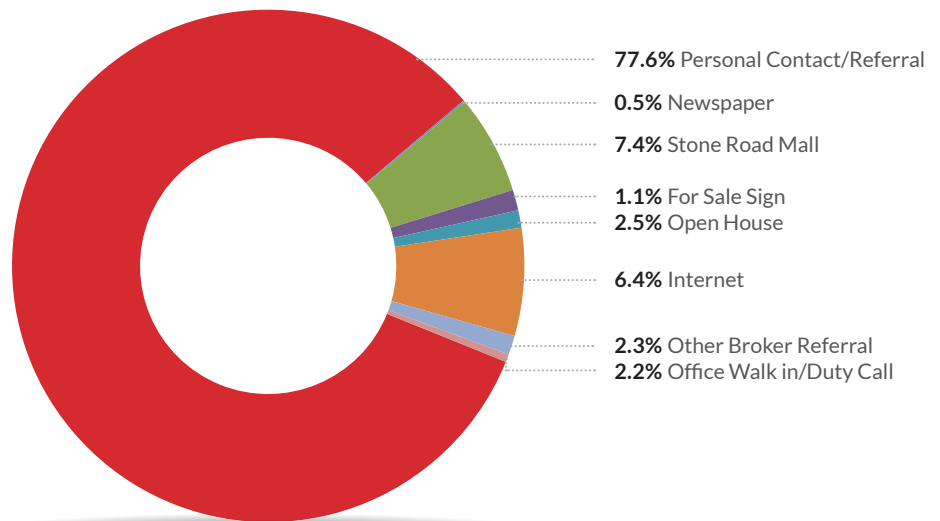
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - September 2017



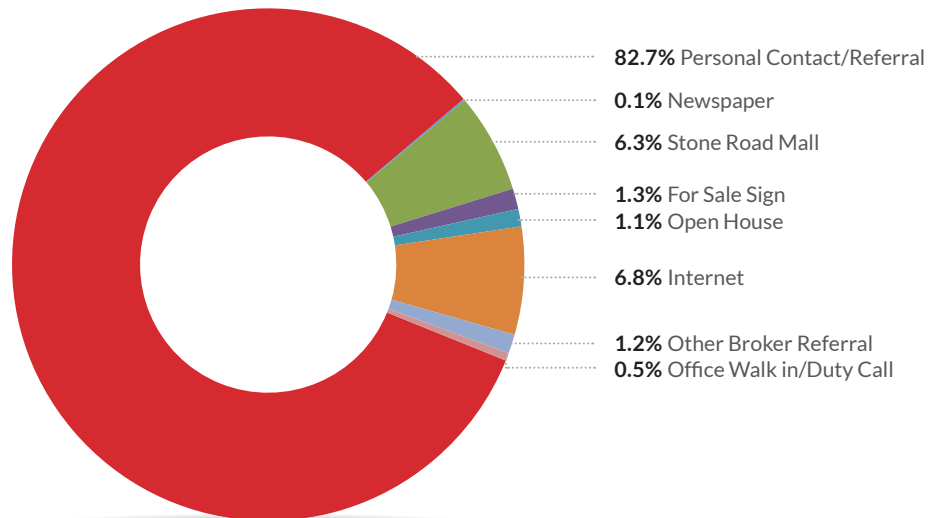


SOURCE OF BUSINESS

SOURCE OF BUYERS 2016 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2016 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE 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

295 Alma St., Unit 1, Rockwood



SPEEDVALE

Ph. 519.821.6191

214 Speedvale Ave., W., Guelph



STONE ROAD MALL

Ph. 519.821.6191

35 Stone Rd., W., Guelph