

ROYAL CITY REALTY
BROKERAGE



GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

AUGUST 2018

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

OUR QUIET SUMMER HAS PULLED THE GUELPH AND ERAMOSA REAL ESTATE MARKET INTO BALANCED TERRITORY WHERE SUPPLY JUST ABOUT EQUALS DEMAND.



YEAR-TO-DATE SALES VOLUME OF \$87,286,688

Up 15% from 2017's \$75,570,645. Unit Sales of 110 are up 9% from 2017's 101, with 231 new listings up 31% from 2017, and a 48% sales/listings ratio down 17%.



AUGUST SALES VOLUME OF \$8,611,400

Down 16% from 2017's \$10,311,900. Unit sales of 12 were down 8% from last August's 13, with 23 new listings equal to last year, and a 52% sales/listings ratio down 8%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$797,594

Up from \$748,926 one year ago. Median sale price \$715,500 down from \$735,000 one year ago. Average days-on-market up 9 days to 43 compared to last year.



AUGUST Numbers

MEDIAN SALE PRICE -12%

\$716,000

SALES VOLUME -16.5%

\$8,611,400

UNIT SALES -8%

12

NEW LISTINGS NO CHANGE

23

EXPIRED LISTINGS -14%

6

UNIT SALES/LISTINGS RATIO -8%

52%

* 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: listings expire 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: 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-Eramosa MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

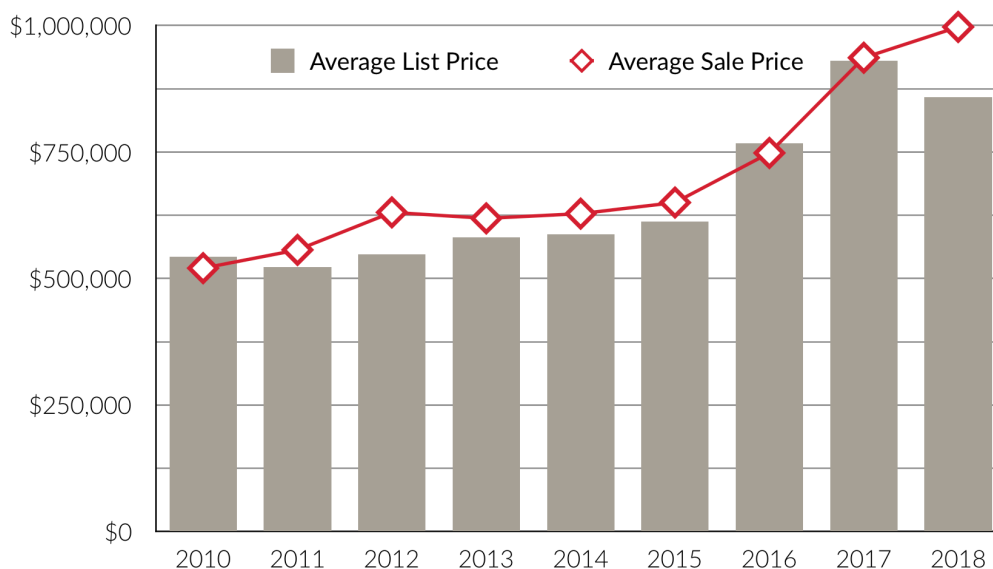
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$75,993,523	\$75,570,645	\$87,286,688	+15.5%
YTD Unit Sales	124	101	110	+8.9%
YTD New Listings	187	176	231	+31.3%
YTD Sales/Listings Ratio	66%	57%	48%	-17%
YTD Expired Listings	32	17	23	+35.3%
August Volume Sales	\$5,892,778	\$10,311,900	\$8,611,400	-16.55
August Unit Sales	10	13	12	-7.7%
August New Listings	14	23	23	No Change
August Sales/Listings Ratio	71%	57%	52%	-7.7%
August Expired Listings	4	7	6	-14.3%
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	13	5	5	No Change
YTD Sales: Under \$350K-\$549K	37	15	16	+6.7%
YTD Sales: Under \$550K-\$749K	48	32	42	+31.3%
YTD Sales: Under \$750K-\$999K	22	34	36	+5.9%
YTD Sales: \$1M+	3	15	11	-26.7%
YTD Average Days-On-Market	40	34	43	-15%
YTD Average Sale Price	\$598,395	\$748,926	\$797,594	+6.5%
YTD Median Sale Price	\$587,250	\$735,000	\$715,500	-2.7%

NOTE: All MLS® sales data in this report comes from the Guelph District Association of REALTORS®.

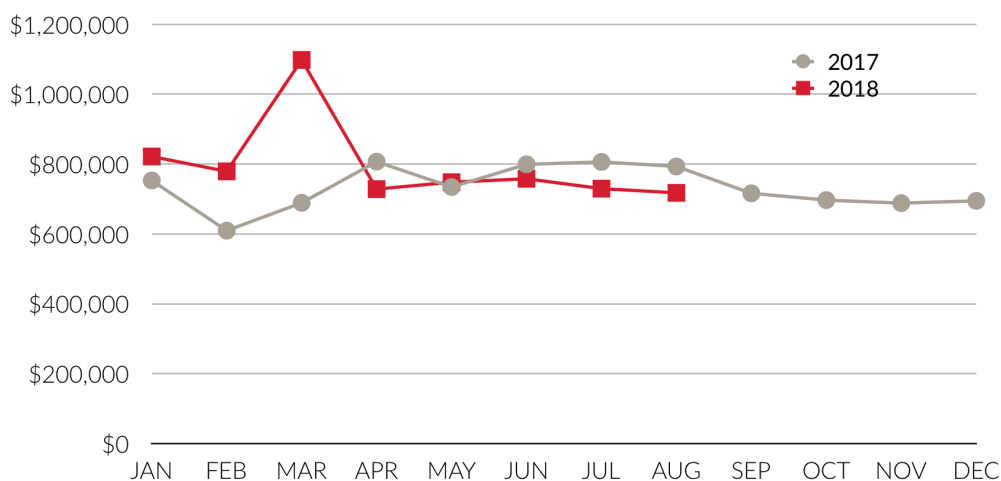
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018



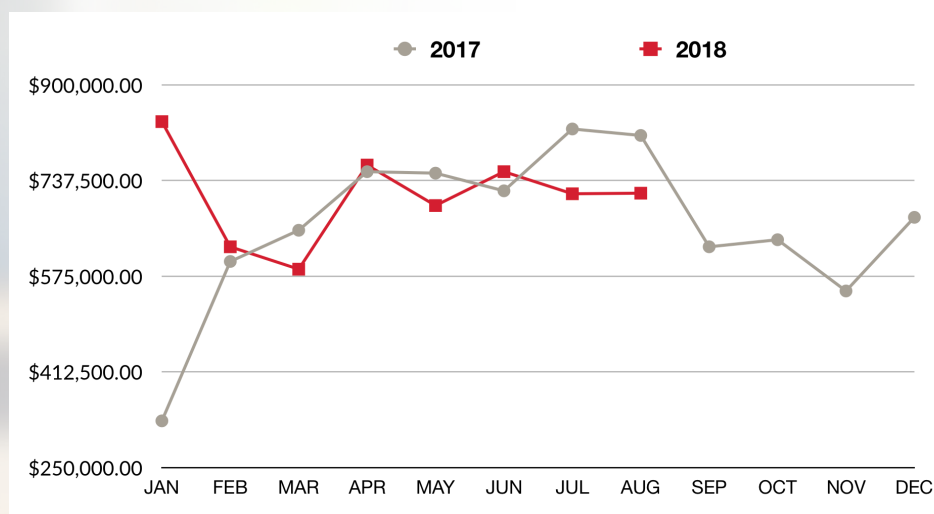
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

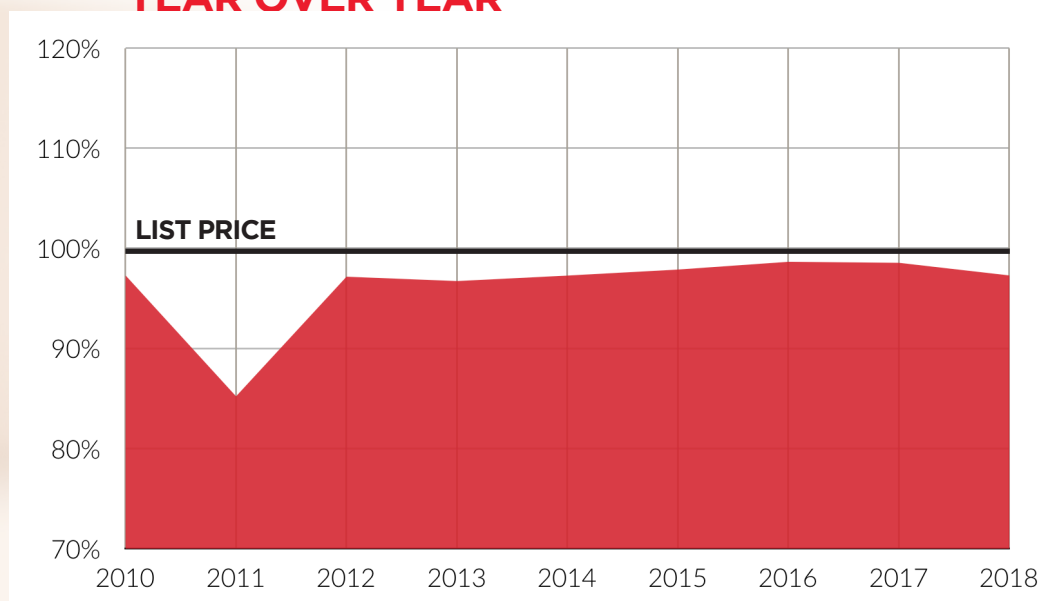


* Median sale price is based on residential sales (including freehold and condominiums).

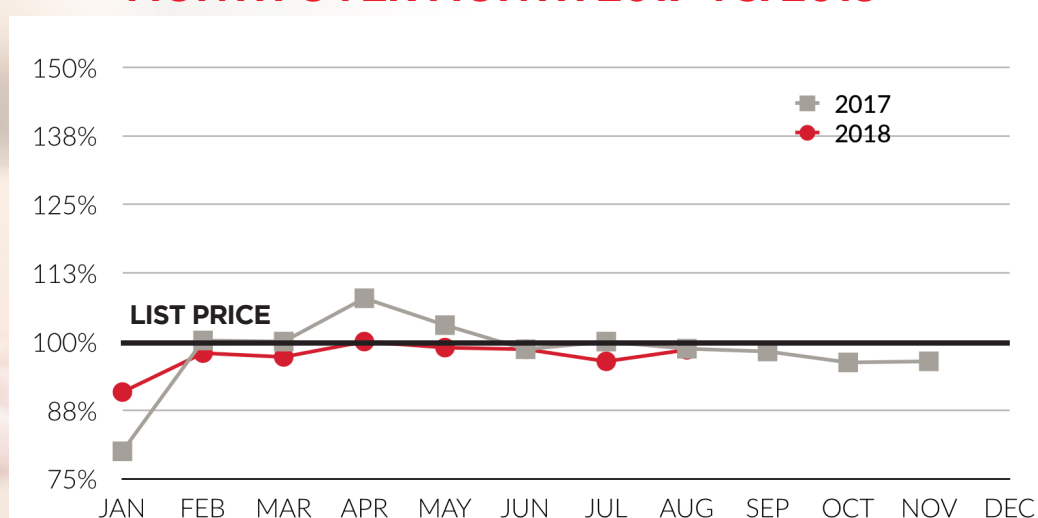
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



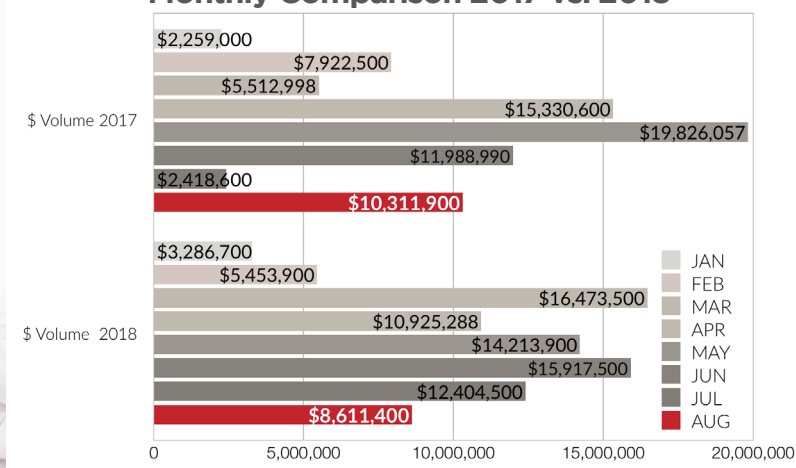
MONTH OVER MONTH 2017 VS. 2018



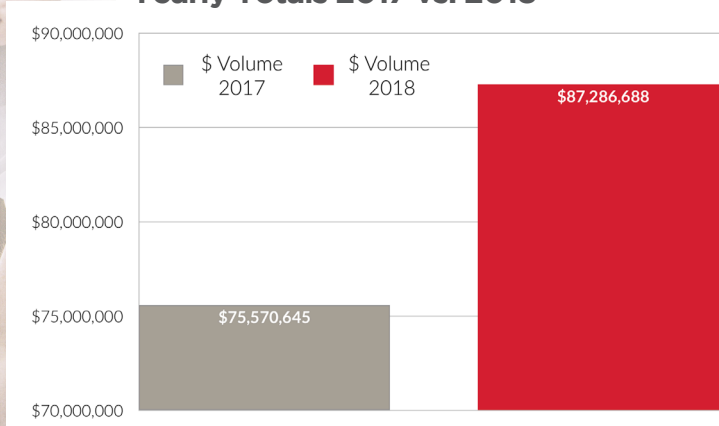
\$ VOLUME SALES

GUELPH ERAMOSA

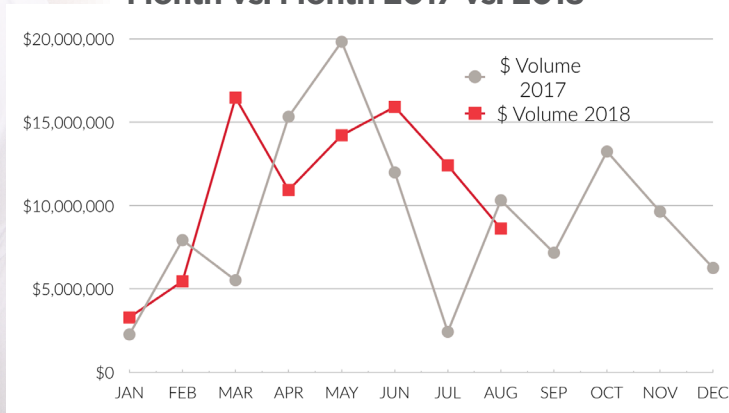
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



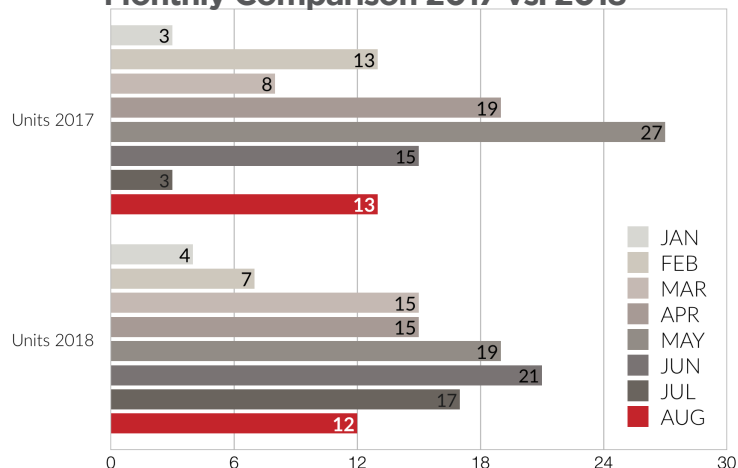
Month vs. Month 2017 vs. 2018



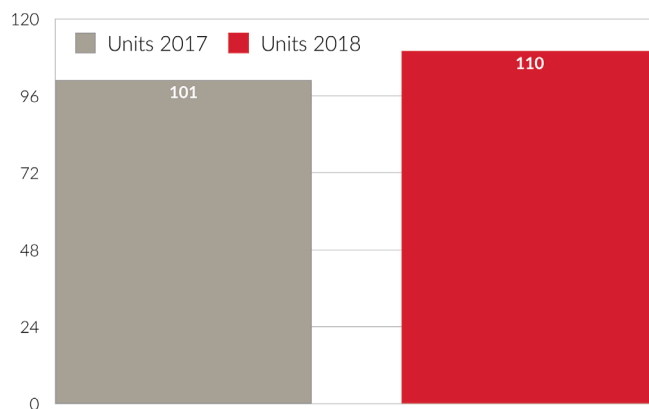
UNIT SALES

GUELPH ERAMOS

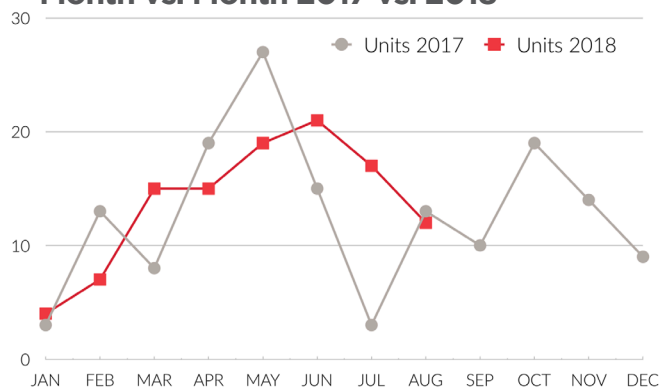
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

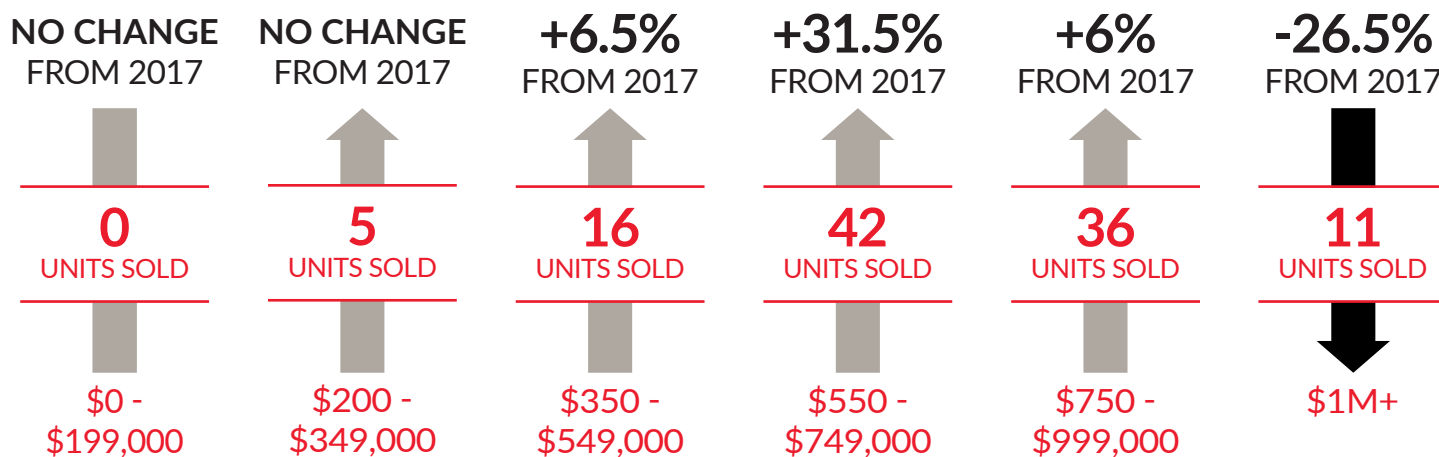


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSIA - YEAR TO DATE

FREEHOLD HOME SALES

+1.5%

YTD
SALES VOLUME
\$69,786,288

+2%

YTD
UNIT SALES
92

-0.5%

YTD AVERAGE
SALE PRICE
\$758,547

+340%

AUGUST
SALES VOLUME
7,371,400

-9%

AUGUST
UNIT SALES
10

CONDOMINIUM HOME SALES

+609%

YTD
SALES VOLUME
\$6,561,400

+266.5%

YTD
UNIT SALES
11

+93.5%

YTD AVERAGE
SALE PRICE
\$596,491

+258.5%

AUGUST
SALES VOLUME
\$1,240,000

+100%

AUGUST
UNIT SALES
2

VACANT LAND SALES

-47%

YTD
SALES VOLUME
\$1,714,000

-40%

YTD
UNIT SALES
3

-12%

YTD AVERAGE
SALE PRICE
\$571,333

DOWN FROM
\$510,00 IN 2017

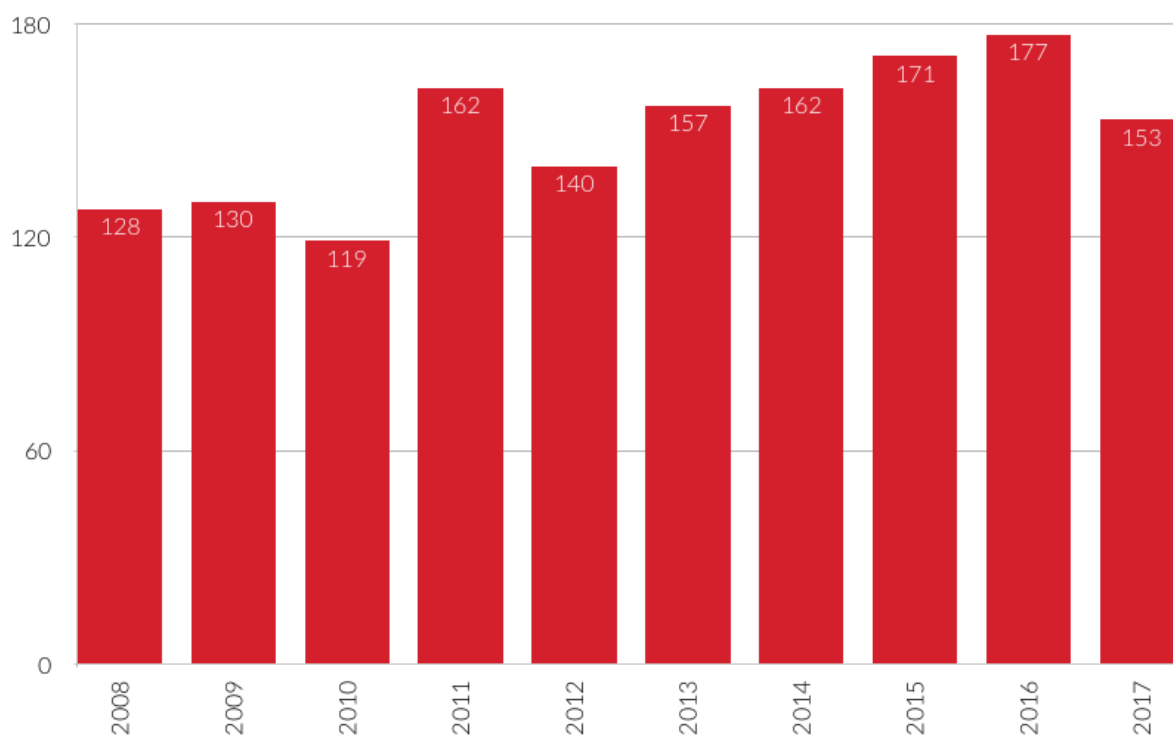
AUGUST
SALES VOLUME
0

DOWN FROM
1 IN 2017

AUGUST
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



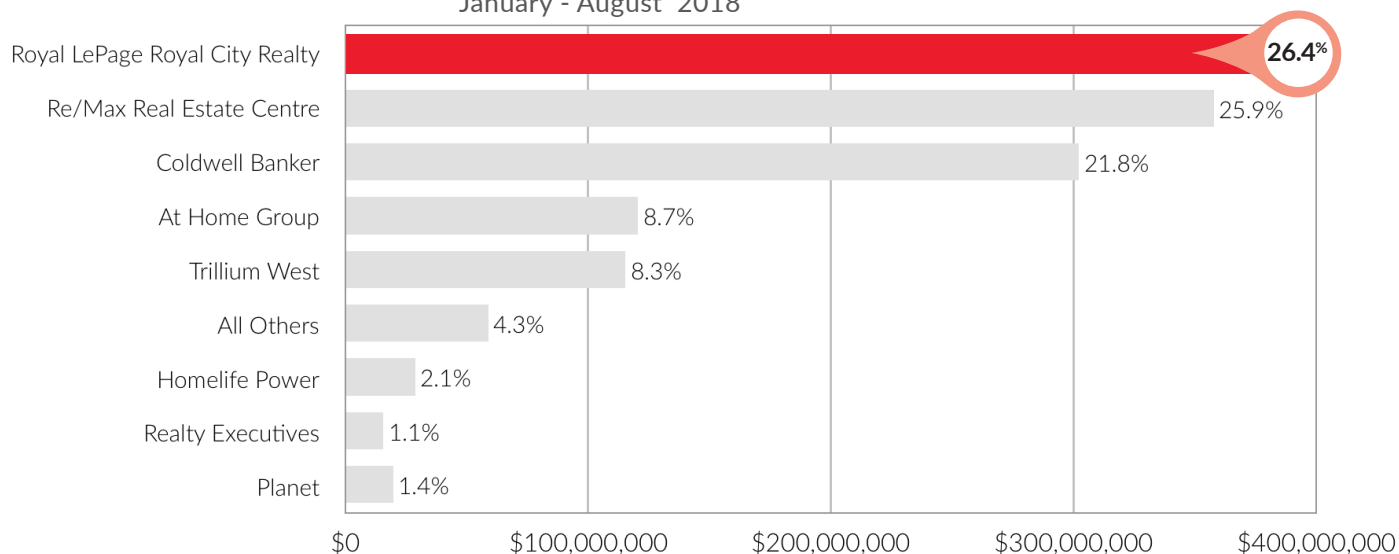


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

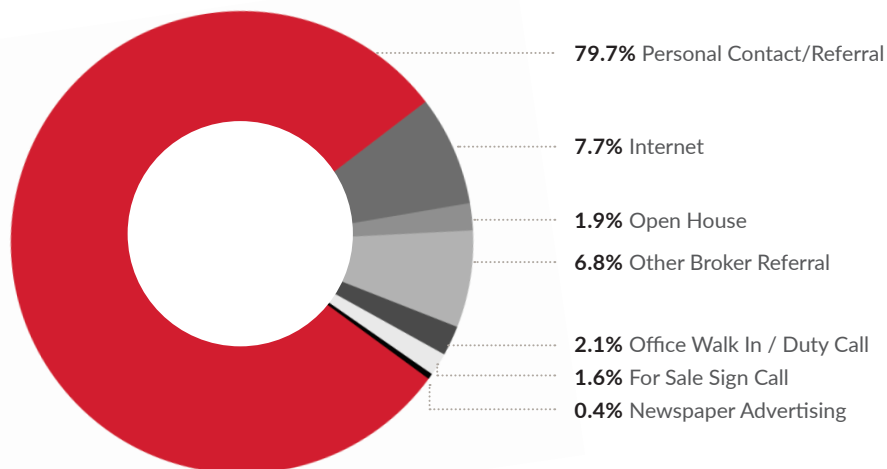
MARKET SHARE BY \$VOLUME

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

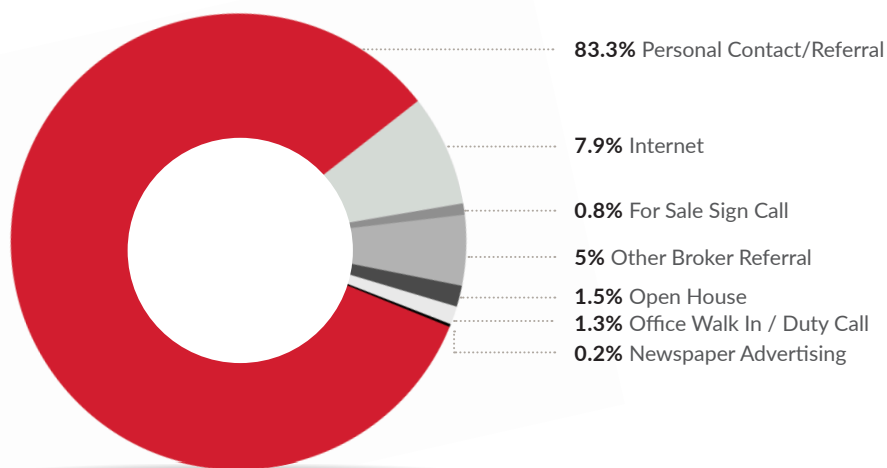


SOURCE OF BUSINESS

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

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214 Speedvale Ave., W., Guelph