

ROYAL CITY REALTY

BROKERAGE

ROYAL LEPAGE

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

JULY 2018

R-CITY | R-TEAM | R-NUMBERS



OVERVIEW

SELLER'S MARKET

GUELPH ERAMOSA REAL ESTATE MARKET IS MAKING GAINS OVER 2017 THROUGHOUT THE SUMMER AND CONTINUES TO MAKE UP FOR LOST GROUND IN THE BEGINNING OF THE YEAR.



YEAR-TO-DATE SALES VOLUME OF \$77,478,288

Up **19%** from 2017's \$65,258,745. Unit Sales of **97** are up **10%** from 2017's 88, with **206** new listings up **35%** from 2017, and a **47%** sales/listings ratio down **18%**.



JULY SALES VOLUME OF \$11,207,500

Up **363%** from 2017's \$2,418,600. Units of **16** were up **433%** from last July's 3, with **21** listings up **17%**, and a **76%** sales/listings ratio up **357%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$804,847

Up from \$742,598 one year ago. Median sale price \$695,000 down from \$720,000 one year ago. Average days-on-market up 8 days to 43 compared to last year.



JULY Numbers

MEDIAN SALE PRICE -18%

\$679,000

SALES VOLUME +363%

\$11,207,500

UNIT SALES +433%

16

NEW LISTINGS +17%

21

EXPIRED LISTINGS +66.7%

5

UNIT SALES/LISTINGS RATIO +357%

76%

* Year over year comparison (July 2017 to July 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-July 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

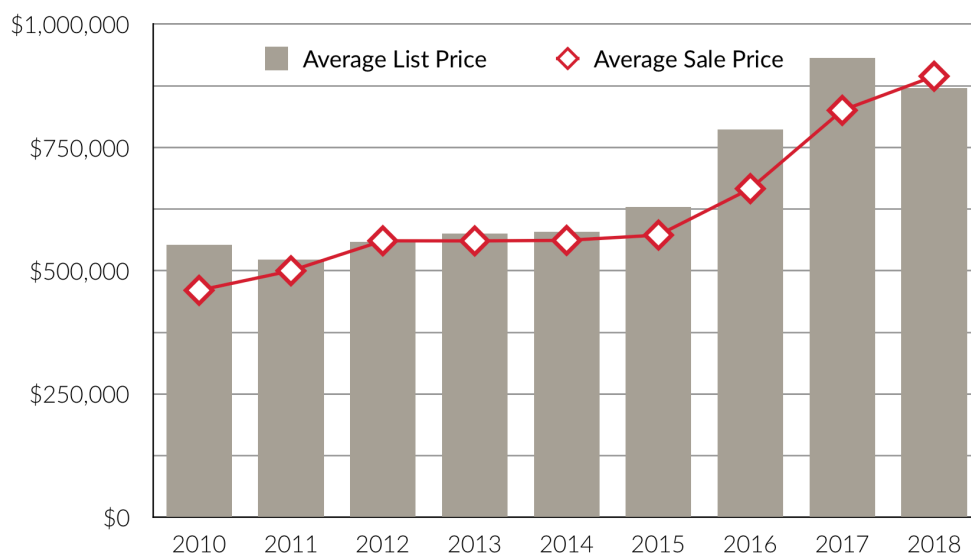
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$70,100,745	\$65,258,745	\$77,478,288	+18%
YTD Unit Sales	114	88	97	+10.2%
YTD New Listings	173	153	206	+34.6%
YTD Sales/Listings Ratio	66%	58%	47%	-18.1%
YTD Expired Listings	28	10	17	-170%
July Volume Sales	\$10,149,400	\$2,418,600	\$11,207,500	+363.4%
July Unit Sales	14	3	16	+433.3%
July New Listings	17	18	21	+16.7%
July Sales/Listings Ratio	82%	17%	76%	+357.1%
July Expired Listings	5	3	5	+66.7%
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	12	4	5	+25%
YTD Sales: Under \$350K-\$549K	32	13	15	+15.4%
YTD Sales: Under \$550K-\$749K	46	29	35	+20.7%
YTD Sales: Under \$750K-\$999K	21	30	32	+6.7%
YTD Sales: \$1M+	2	12	11	-8.3%
YTD Average Days-On-Market	39	35	43	-11%
YTD Average Sale Price	\$599,698	\$742,598	\$804,847	+8.4%
YTD Median Sale Price	\$591,000	\$720,000	\$695,000	-3.5%

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

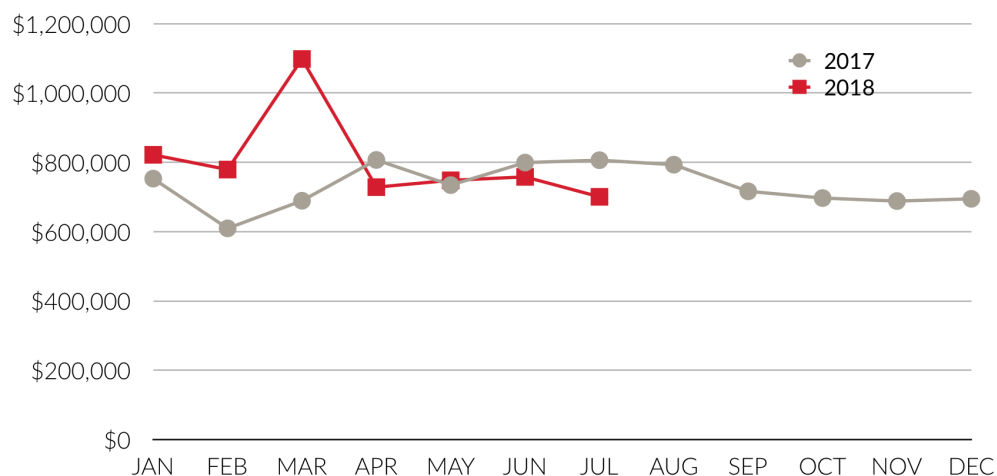
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



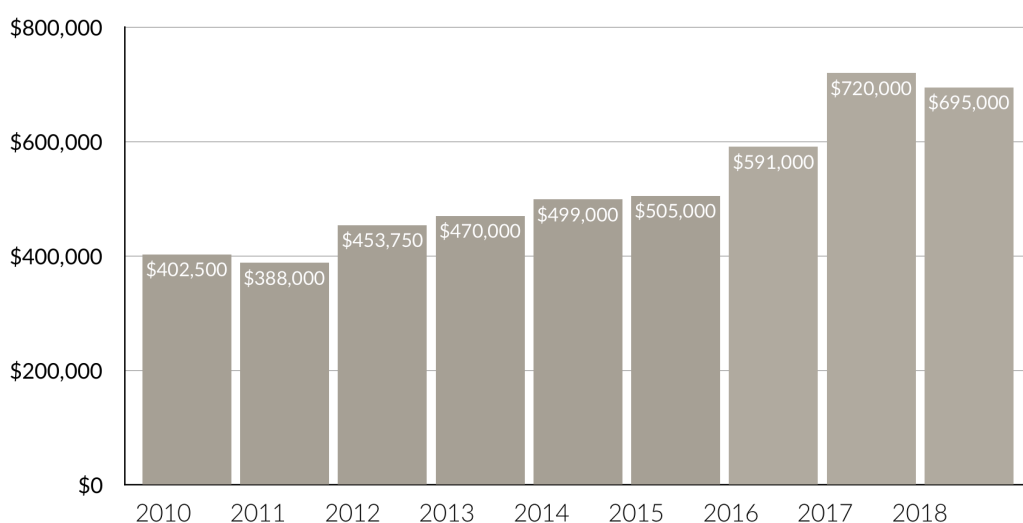
MONTH OVER MONTH 2017 VS. 2018



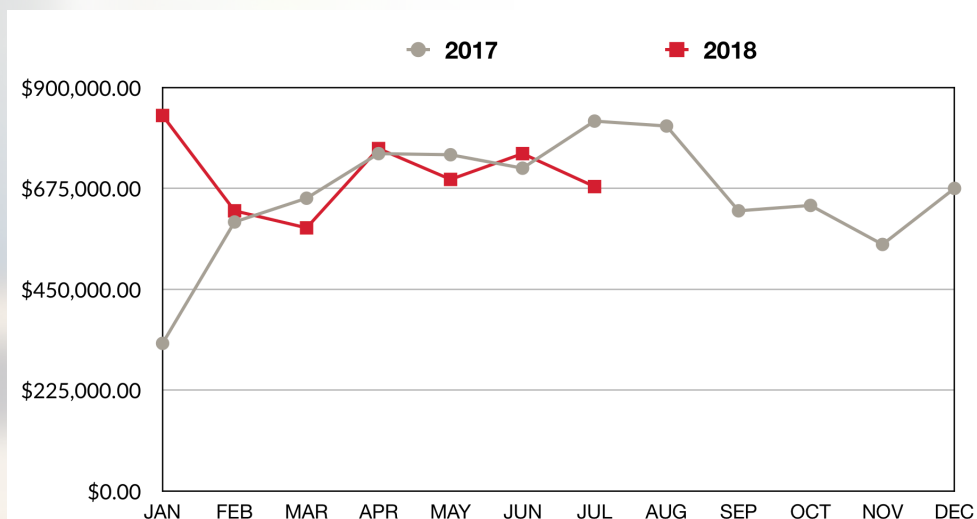
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

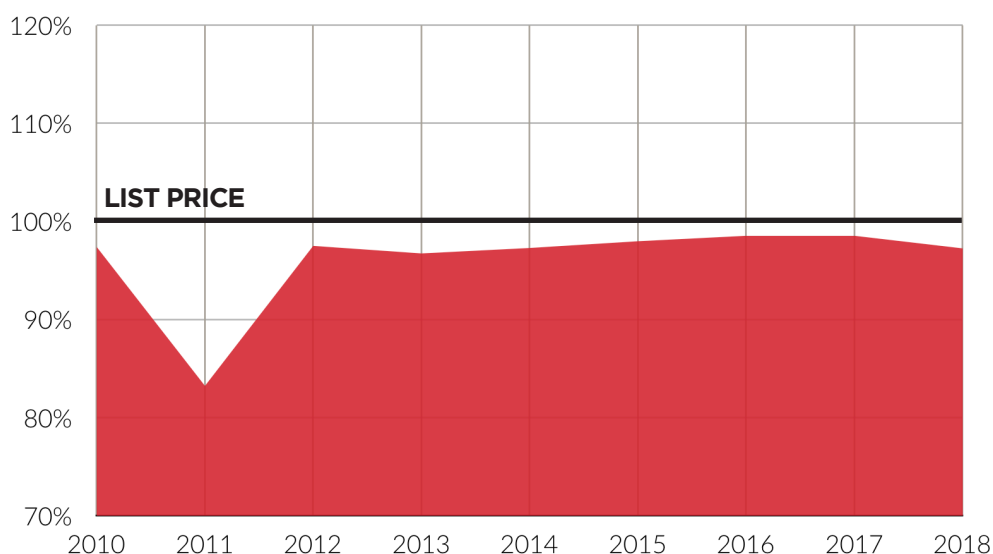


* Median sale price is based on residential sales (including freehold and condominiums).

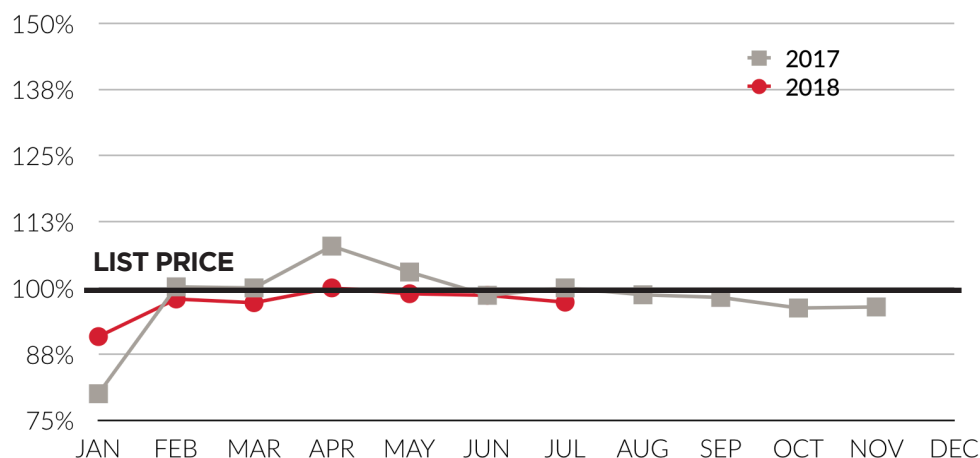
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



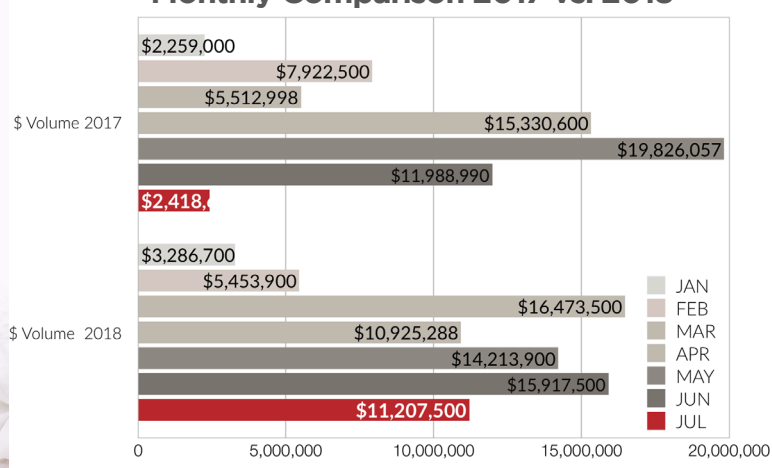
MONTH OVER MONTH 2017 VS. 2018



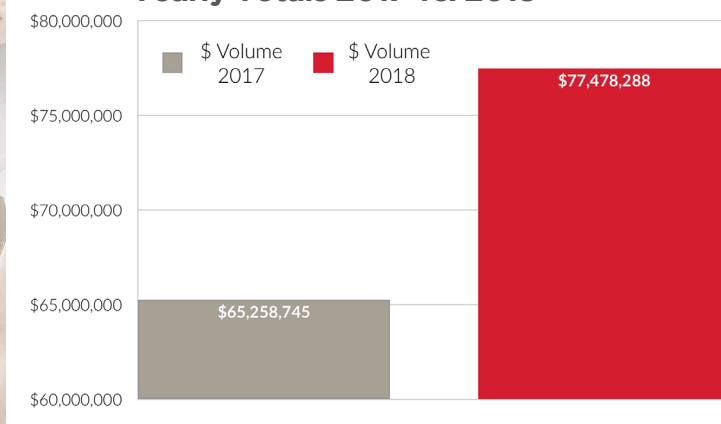
\$ VOLUME SALES

GUELPH ERAMOS

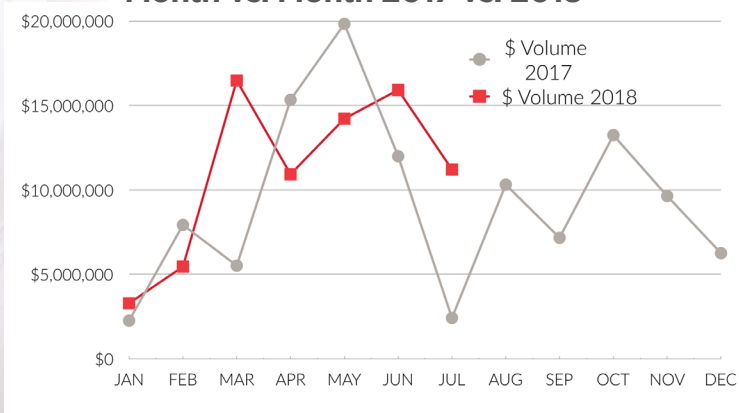
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



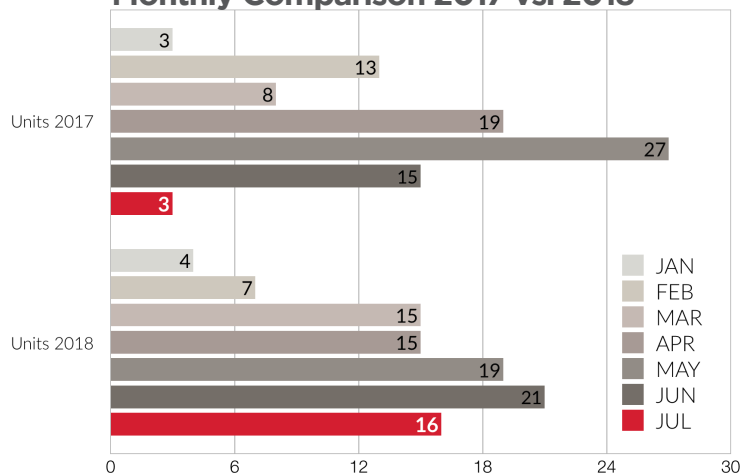
Month vs. Month 2017 vs. 2018



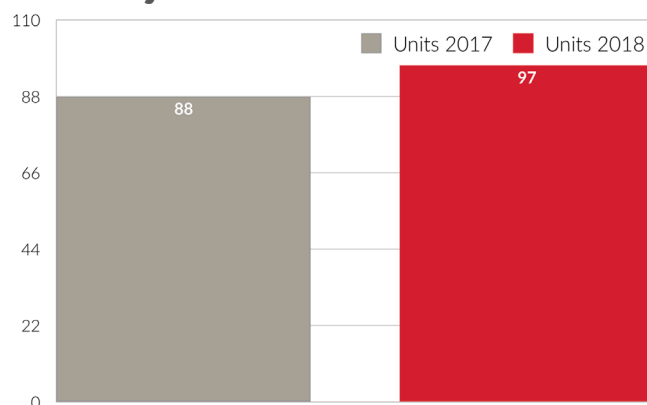
UNIT SALES

GUELPH ERAMOSA

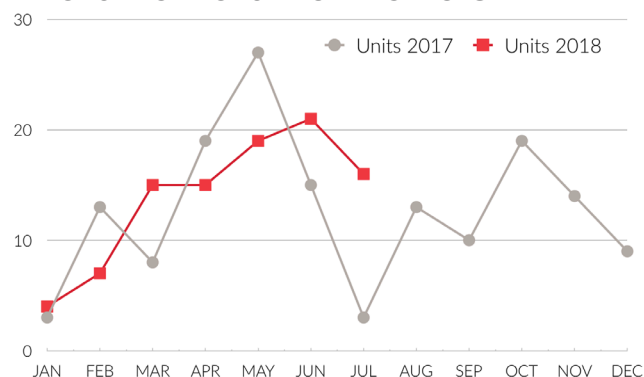
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

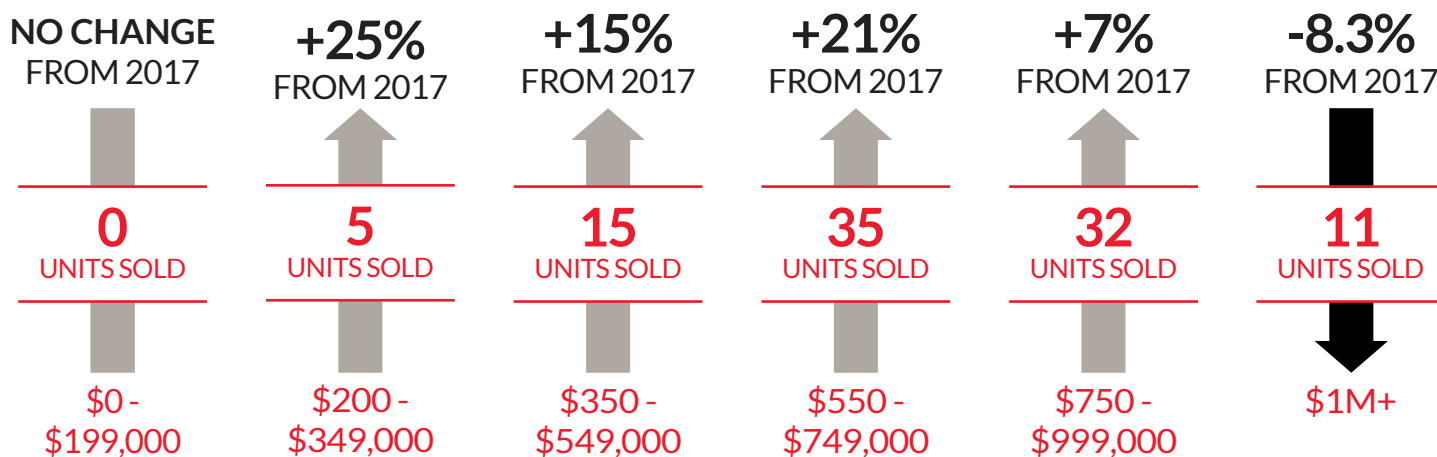


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+3.4%

YTD
SALES VOLUME
\$10,637,500

+3%

YTD
UNIT SALES
81

+1%

YTD AVERAGE
SALE PRICE
\$755,776

+340%

JULY
SALES VOLUME
\$10,637,500

+400%

JULY
UNIT SALES
15

CONDOMINIUM HOME SALES

+819%

YTD
SALES VOLUME
\$5,321,400

+350%

YTD
UNIT SALES
9

+104%

YTD AVERAGE
SALE PRICE
\$591,266

NO SALES IN 2017
TO COMPARE TO

JULY
SALES VOLUME
\$570,000

JULY
UNIT SALES
1

VACANT LAND SALES

-38%

YTD
SALES VOLUME
\$1,714,000

-25%

YTD
UNIT SALES
3

-17%

YTD AVERAGE
SALE PRICE
\$571,333

NO CHANGE

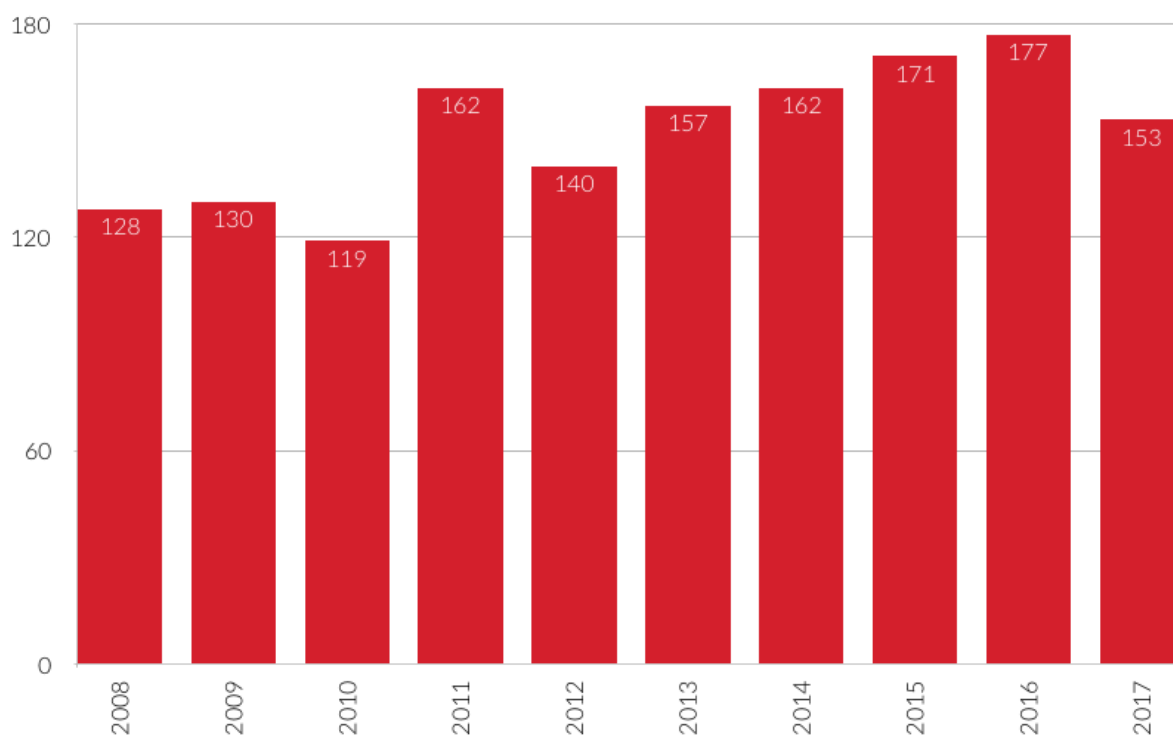
JULY
SALES VOLUME
0

NO CHANGE

JULY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



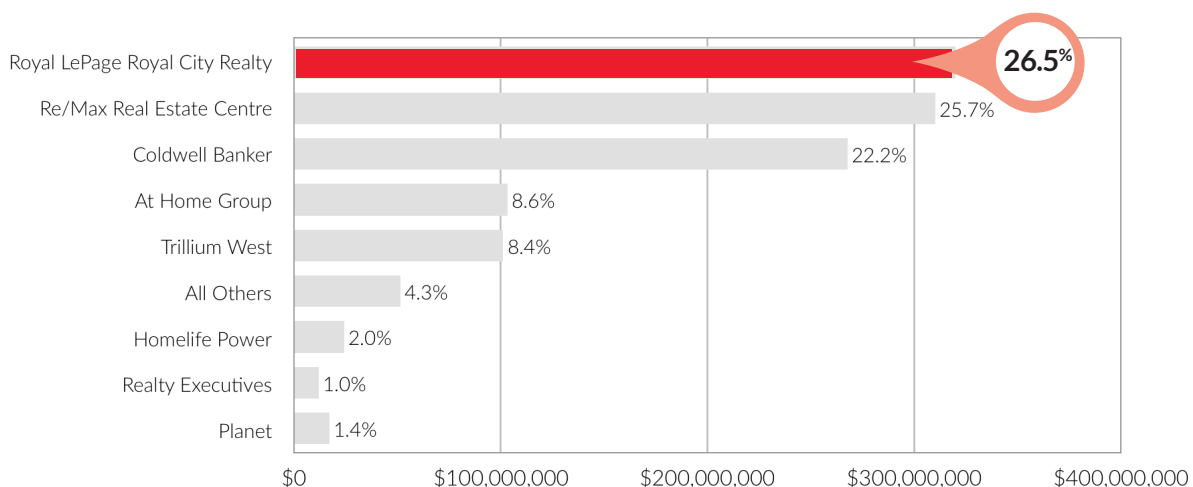


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

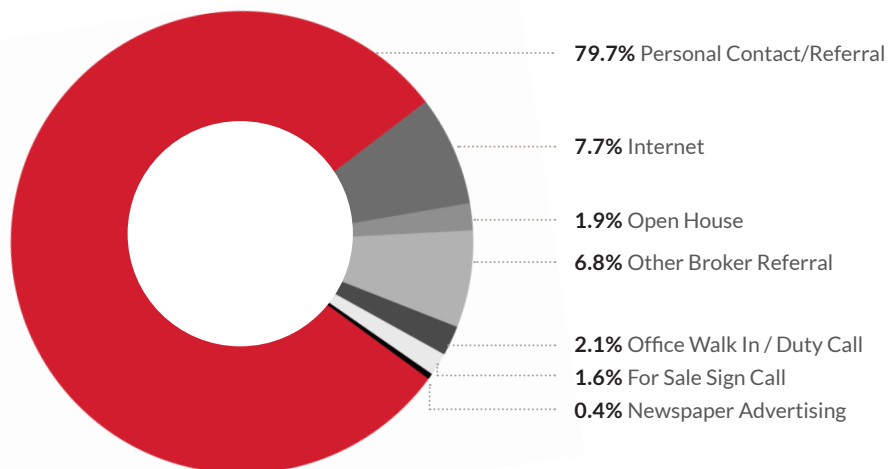
MARKET SHARE BY \$VOLUME

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

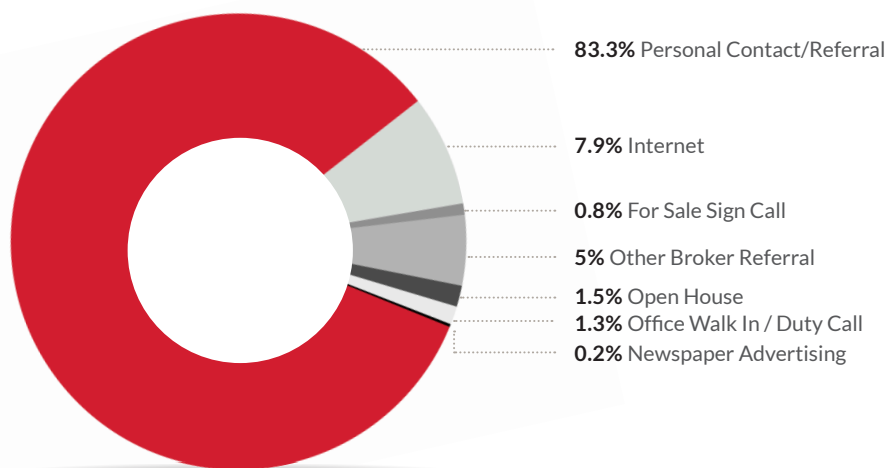


SOURCE OF BUSINESS

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

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ROCKWOOD

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GUELPH

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