

GUELPH ERAMOS A **REAL ESTATE** **MARKET REPORT**

JANUARY - JUNE 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



royalcity.com

OVERVIEW

SELLER'S MARKET

GUELPH/ERAMOSA IS BUSY!



YEAR-TO-DATE SALES VOLUME OF \$65,680,788

Up 4% from 2017's \$62,840,145. Unit Sales of 80 are down 6% from 2017's 85, with 185 new listings up 37% from 2017, and a 43% sales/listings ratio down 31%.



JUNE SALES VOLUME OF \$15,327,500

Up 27% from 2017's \$11,988,990. Units of 20 were up 33% from last June's 15, with 39 listings up 56%, and a 51% sales/listings ratio down 15%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$823,644

Up from the \$731,997 one year ago. Average days-on-market up 6 days to 45 compared to last year.



JUNE Numbers

SALES VOLUME +27%

\$15,327,500

UNIT SALES +33%

20

NEW LISTINGS +56%

39

EXPIRED LISTINGS

0

UNIT SALES/LISTINGS RATIO -15%

51%

* Year over year comparison (June 2017 to June 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 - 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

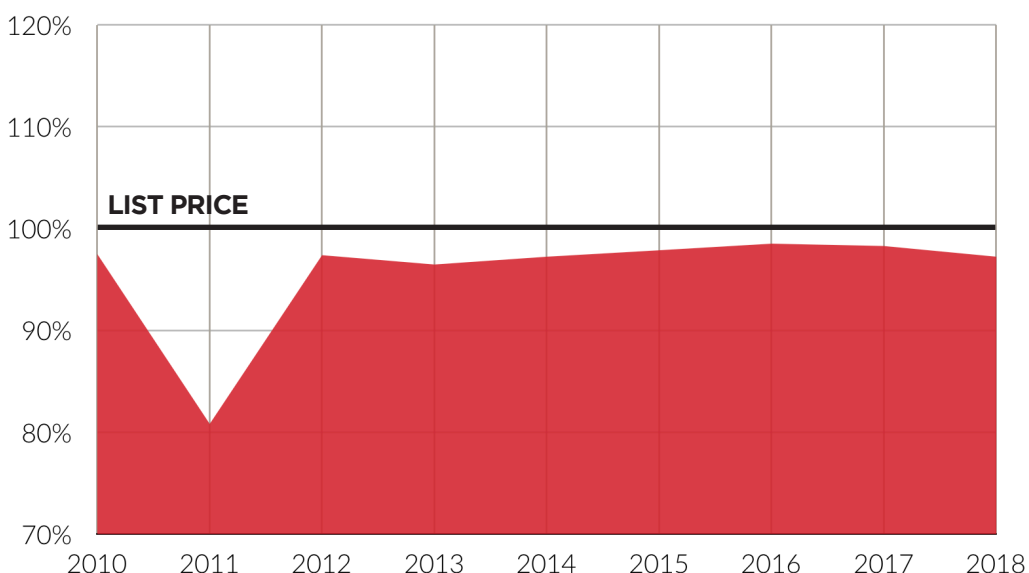
*Unit Sales/ Listings Ratio: Number of units sold compared to the number of units listed

*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

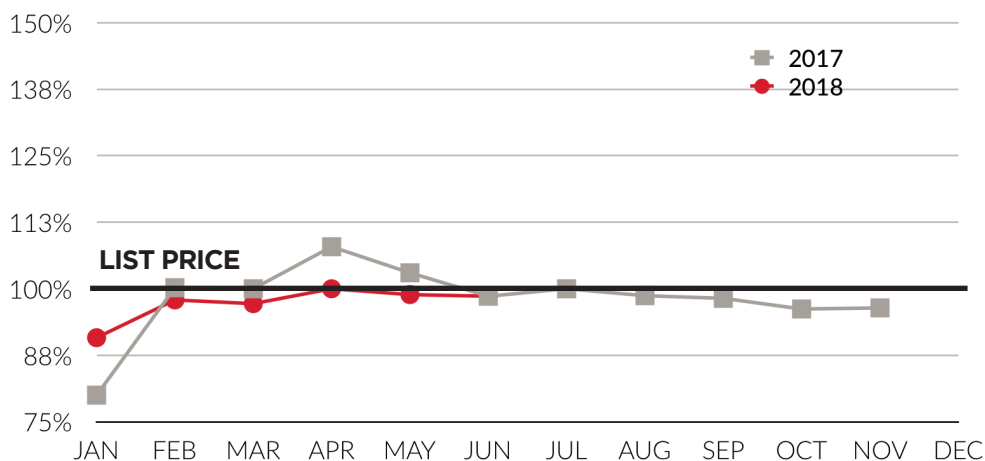
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



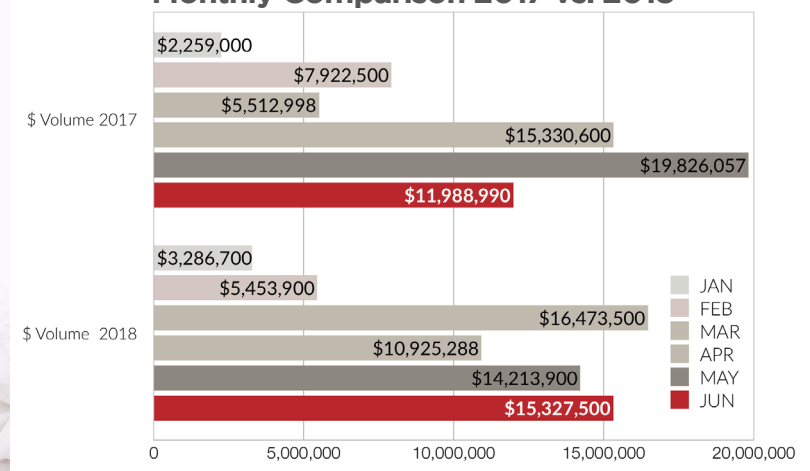
MONTH OVER MONTH 2017 VS. 2018



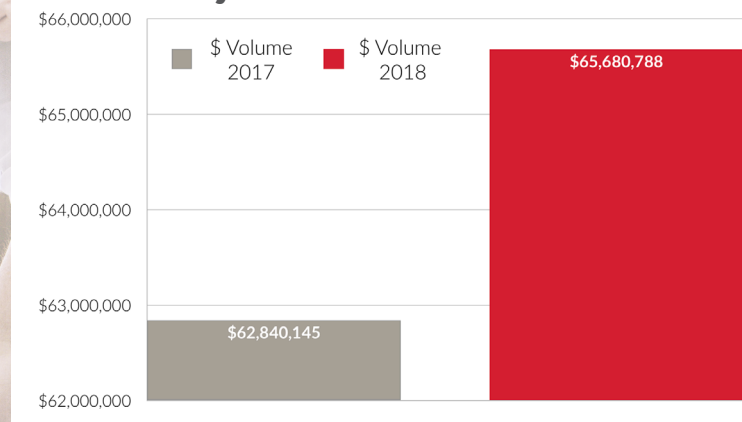
\$ VOLUME SALES

GUELPH ERAMOSA

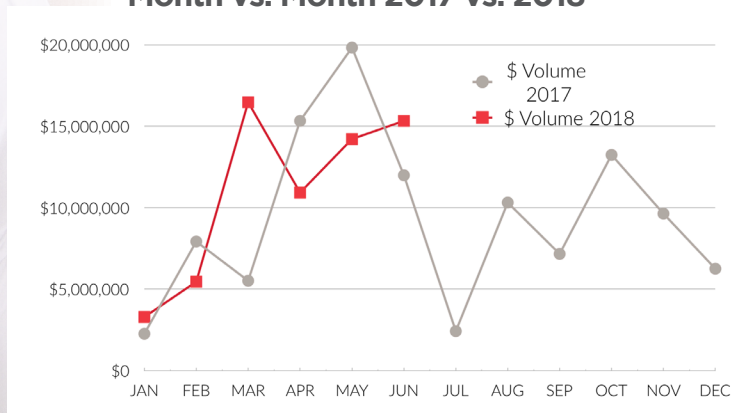
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



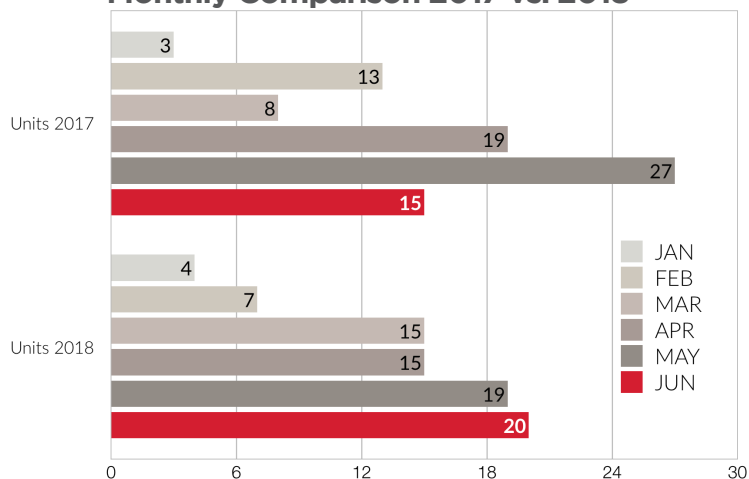
Month vs. Month 2017 vs. 2018



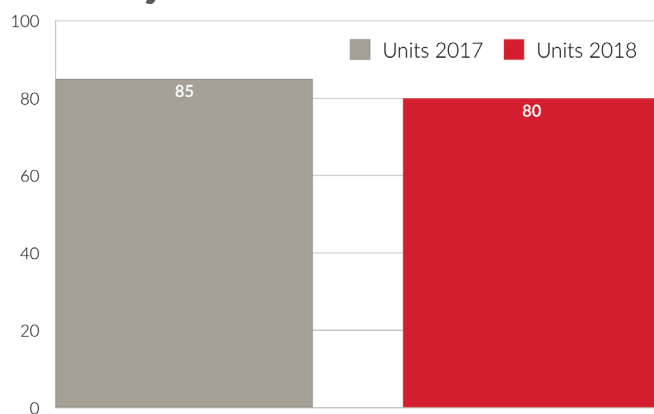
UNIT SALES

GUELPH ERAMOS

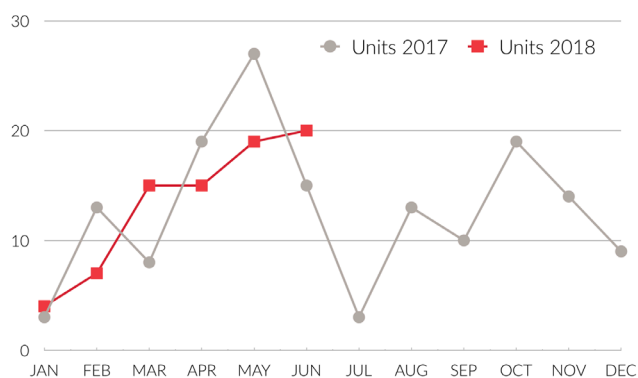
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

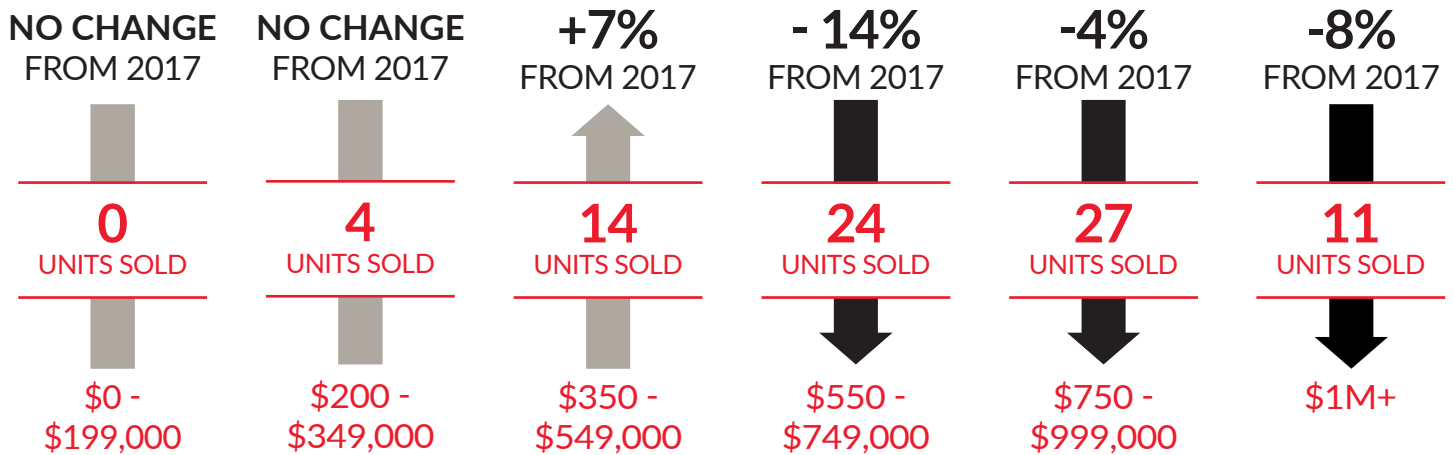


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSIA - YEAR TO DATE

FREEHOLD HOME SALES

-12%

YTD
SALES VOLUME
\$10,145,500

-14.5%

YTD
UNIT SALES
65

+3%

YTD AVERAGE
SALE PRICE
\$769,083

-9%

JUNE
SALES VOLUME
\$10,145,500

-7%

JUNE
UNIT SALES
13

CONDOMINIUM HOME SALES

+720%

YTD
SALES VOLUME
\$4,751,400

+500%

YTD
UNIT SALES
8

+105%

YTD AVERAGE
SALE PRICE
\$593,925

+100%

JUNE
SALES VOLUME
\$3,678,000

+100%

JUNE
UNIT SALES
5

VACANT LAND SALES

-38%

YTD
SALES VOLUME
\$1,714,000

-25%

YTD
UNIT SALES
3

-17%

YTD AVERAGE
SALE PRICE
\$571,333

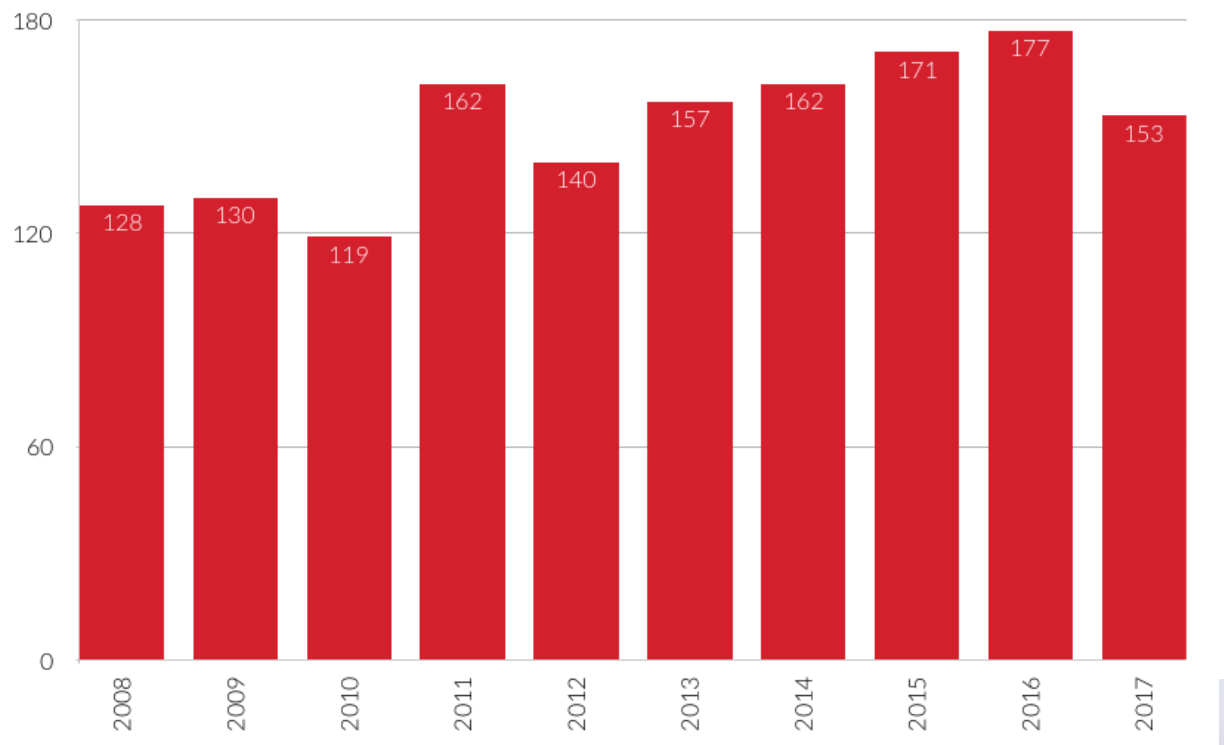
+200%

JUNE
SALES VOLUME
\$1,504,000

JUNE
UNIT SALES
2

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



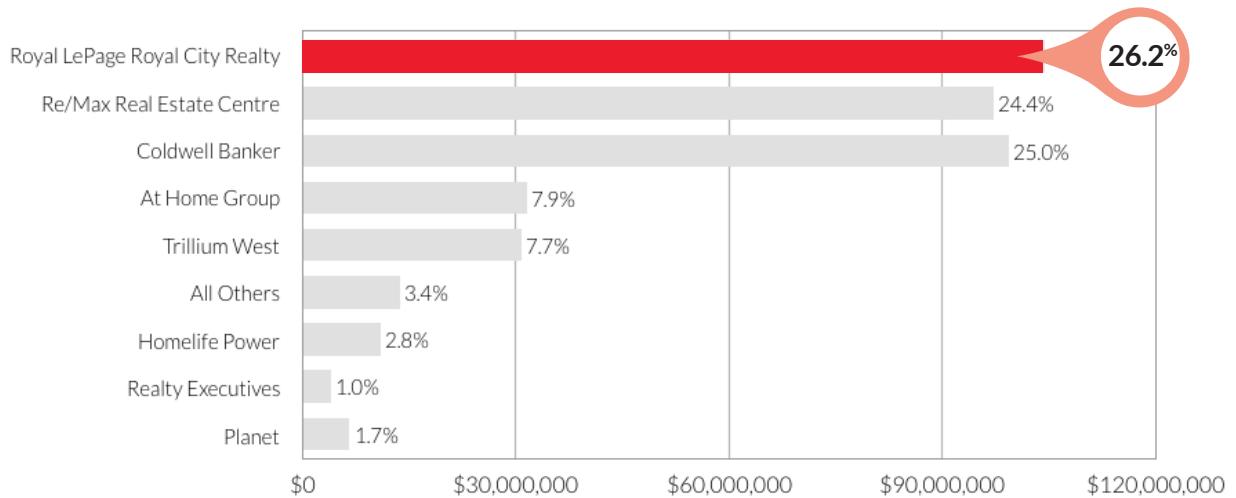


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

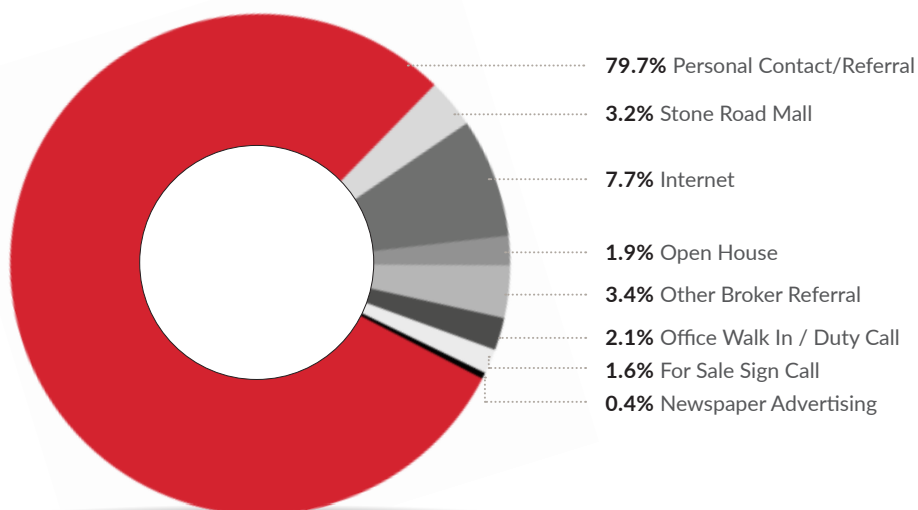
MARKET SHARE BY \$VOLUME

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

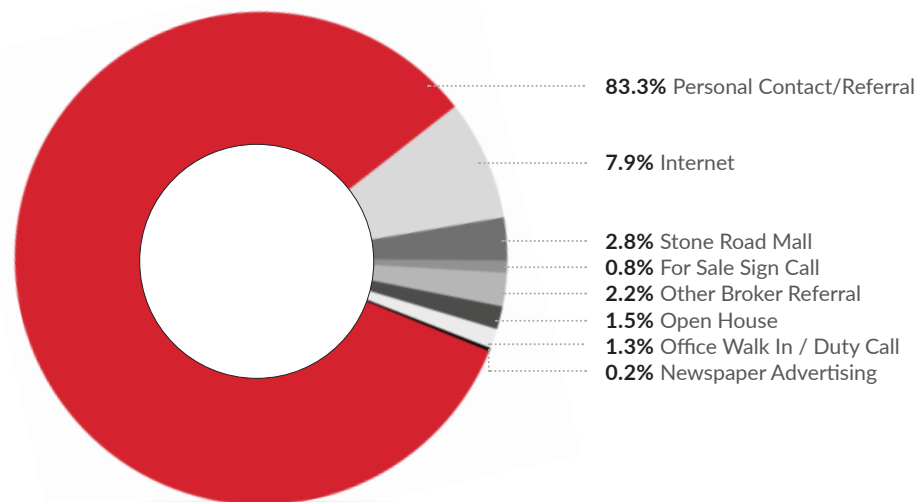


SOURCE OF BUSINESS

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