

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

JANUARY - MARCH 2018



ROYAL CITY REALTY
BROKERAGE

R-CITY | R-TEAM | R-NUMBERS



www.royalcity.com

MARKET OVERVIEW

“GUELPH ERAMOSA HAS BEEN BUSY THIS YEAR WITH MORE SALES ACTIVITY THAN USUAL AND OUTPACING MUCH OF THE REST OF WELLINGTON COUNTY.”



THE MARKET IS A

SELLER'S MARKET

APRIL 17'- MAR. '18 AVERAGE SALES PRICE

\$786,245

+ 32% ↑

YTD AVERAGE SALES PRICE

\$899,670

+ 32% ↑

YTD SALES VOLUME

\$25,214,100

+ 61% ↑

YTD AVERAGE DAYS ON MARKET

55

MONTHS OF INVENTORY AVERAGE

7

YTD UNIT SALES / LISTINGS RATIO

36%

YTD CLOSED PRICE VS. LIST PRICE RATIO

95%

2018 YEAR TO DATE

Unit Sales	26	+8%
New Listings	73	+78%
Expired Listings	4	Equal

MARCH Numbers

SALES VOLUME + 198%

\$16,473,500

UNIT SALES + 87%

15

NEW LISTINGS + 166%

32

EXPIRED LISTINGS + 100%

4

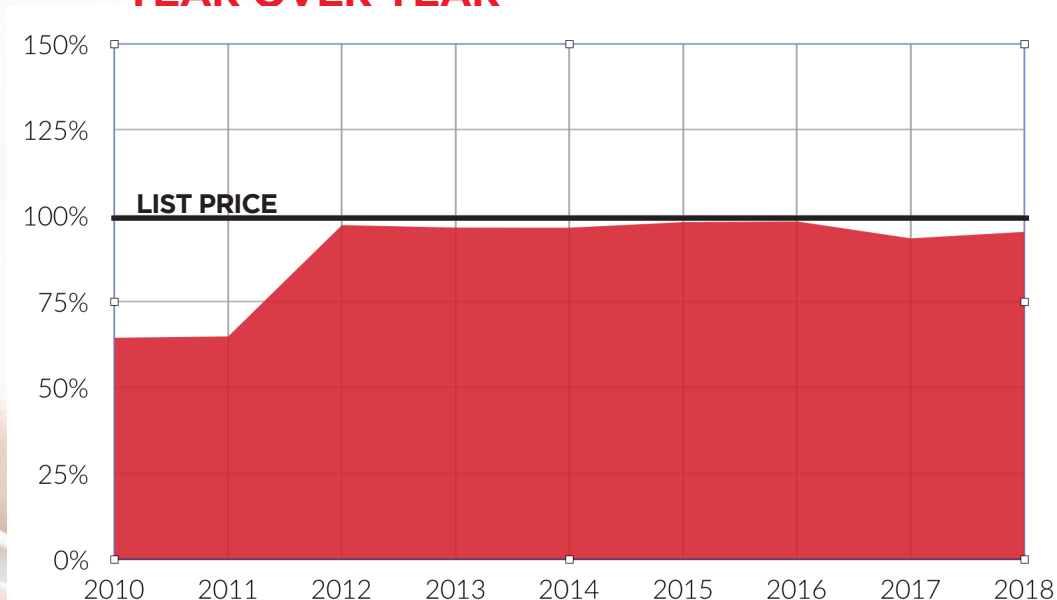
UNIT SALES/LISTINGS RATIO -18%

47%

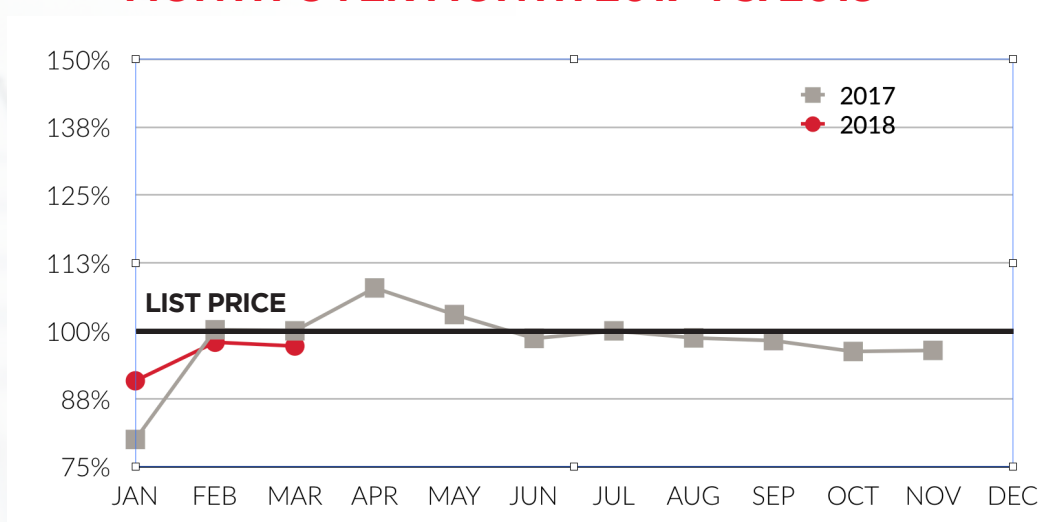
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



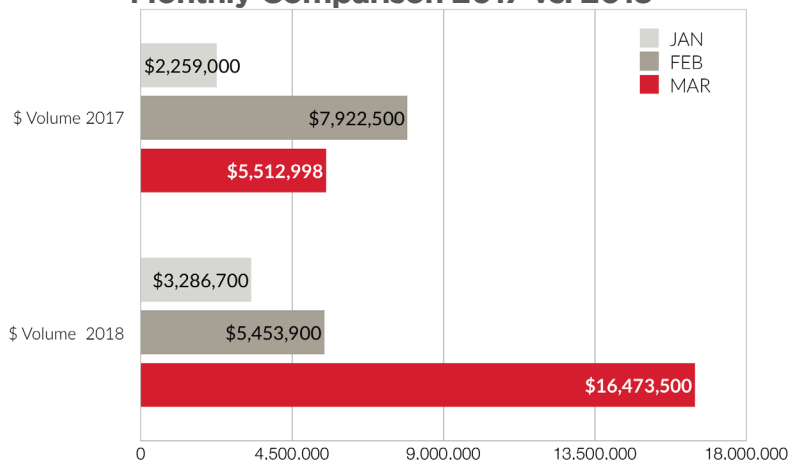
MONTH OVER MONTH 2017 VS. 2018



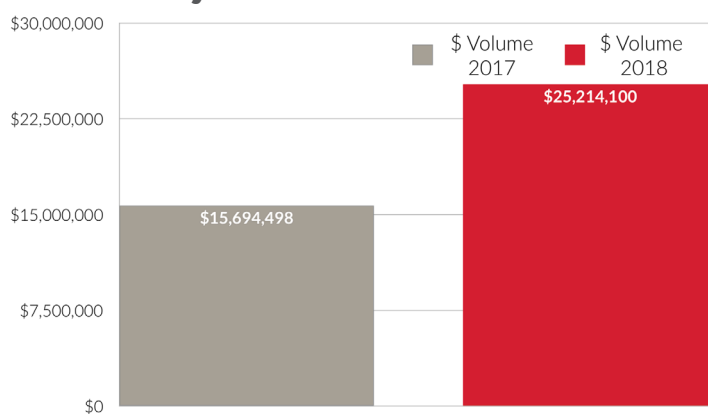
\$ VOLUME SALES

GUELPH ERAMOSA

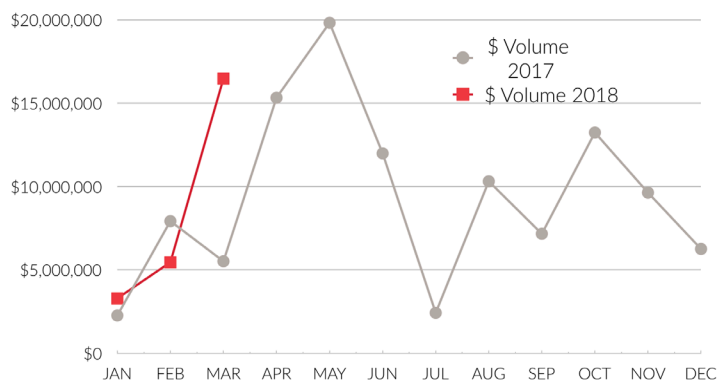
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



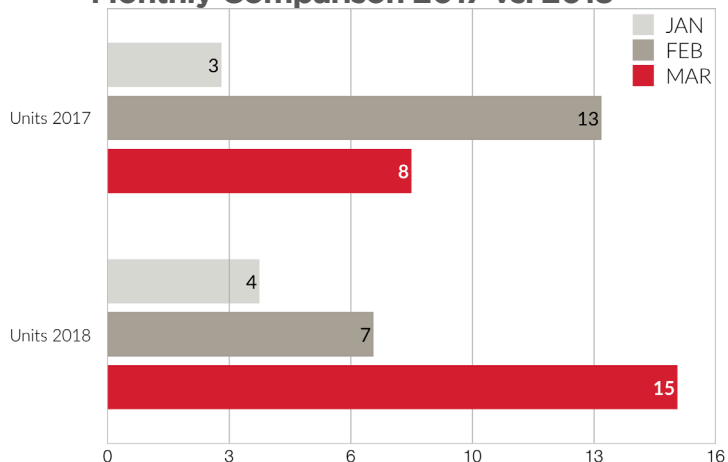
Month vs. Month 2017 vs. 2018



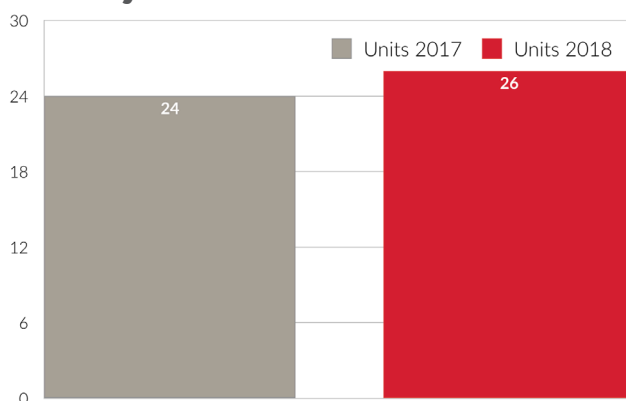
UNIT SALES

GUELPH ERAMOS

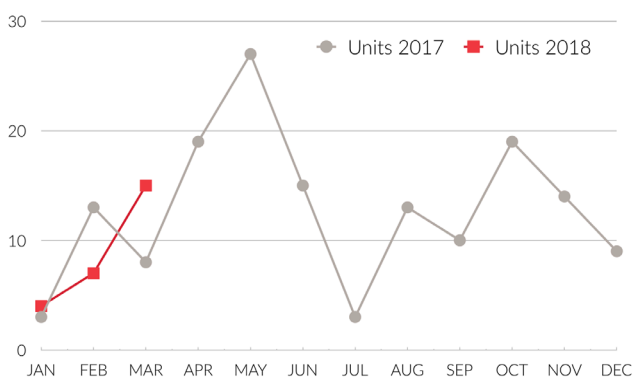
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+26%

YTD
SALES VOLUME
\$17,364,700

Equal

YTD
UNIT SALES
22

+26%

YTD AVERAGE
SALE PRICE
\$789,305

+63%

MARCH
SALES VOLUME
\$8,982,000

+50%

MARCH
UNIT SALES
12

CONDOMINIUM HOME SALES

+117%

YTD
SALES VOLUME
\$649,400

+100%

YTD
UNIT SALES
2

+9%

YTD AVERAGE
SALE PRICE
\$324,700

+100%

MARCH
SALES VOLUME
\$291,500

+100%

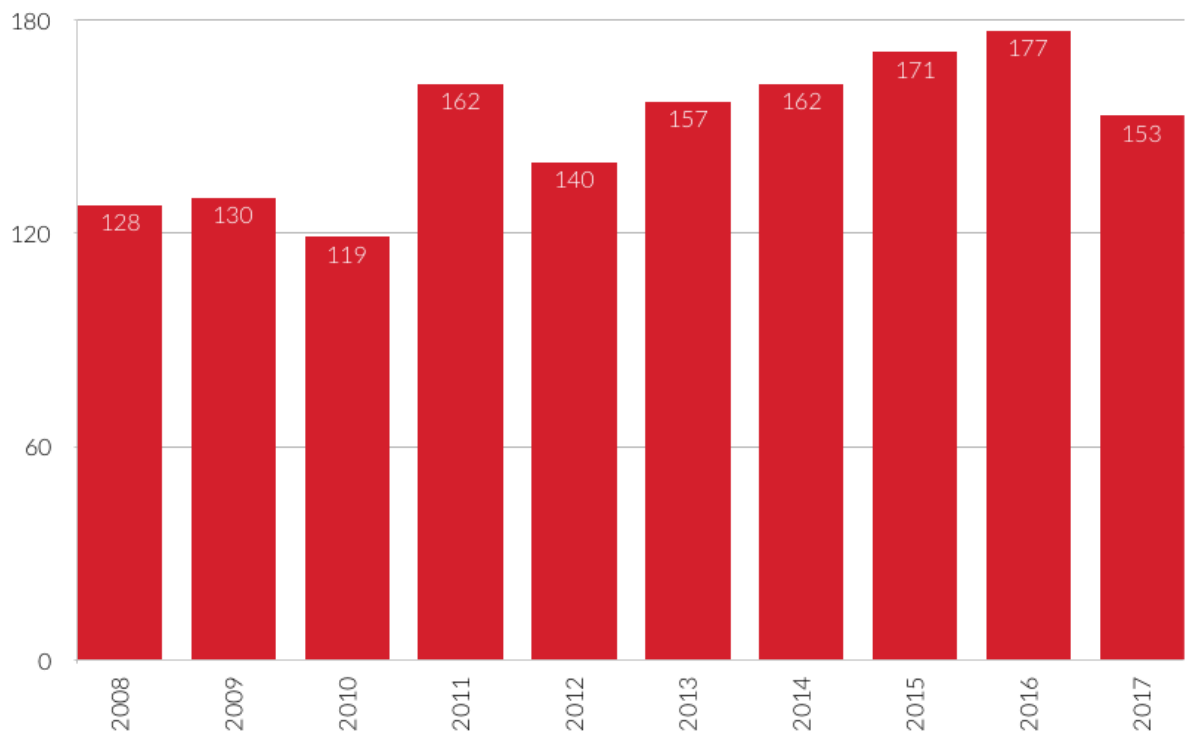
MARCH
UNIT SALES
1

VACANT LAND SALES

There have been zero vacant land sales in Guelph Eramosa in 2018.

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



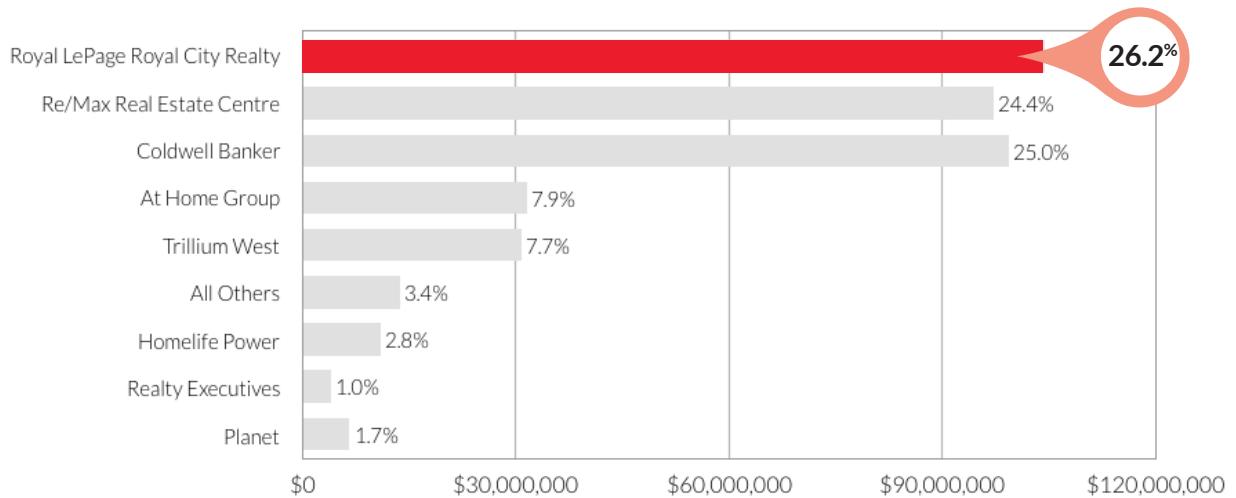


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

MARKET SHARE BY \$VOLUME

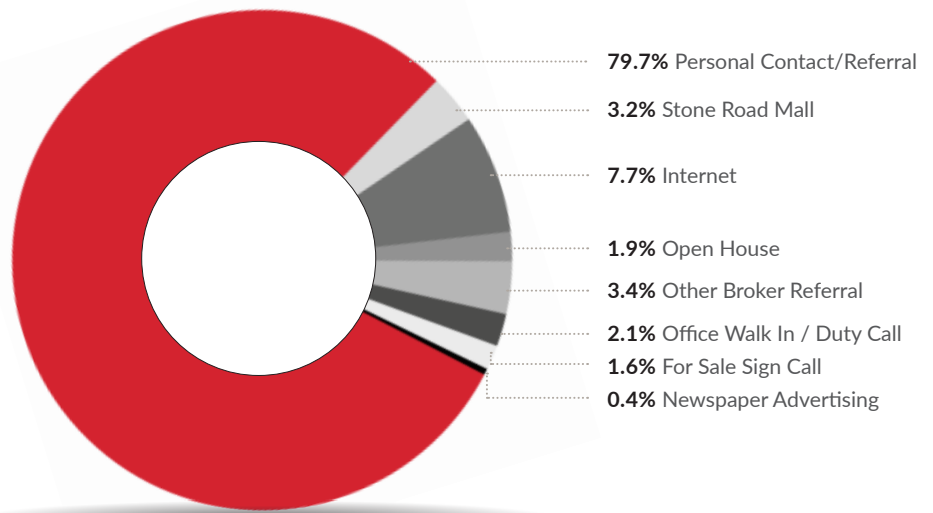
Listing Selling Ends Combined for GUELPH BASED COMPANIES
January - March 2018



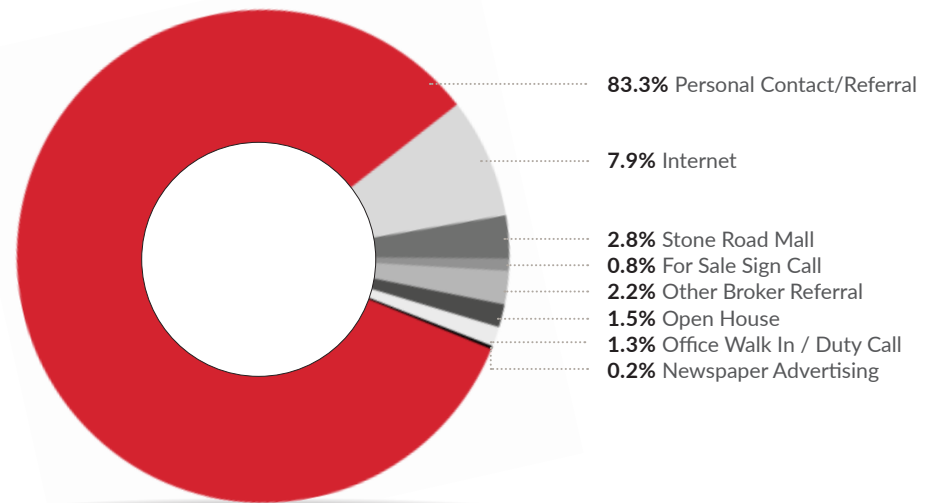


SOURCE OF BUSINESS

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