

ROYAL CITY REALTY
BROKERAGE



GUELPH/ERAMOSHA REAL ESTATE MARKET REPORT

SEPTEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

THIS LOCAL MARKET HAS BEEN BUSY THIS YEAR, BUT SEPTEMBER'S SALES ACTIVITY LEVELLED OFF.



YEAR-TO-DATE SALES VOLUME OF \$93,941,688

Up 13.5% from 2017's \$82,733,645. Unit Sales of 120 are up 18% from 2017's 111, with 253 new listings up 11.5%, and a 47% sales/listings ratio down 3%.



SEPTEMBER SALES VOLUME OF \$6,655,000

Down 7% from 2017's \$7,163,000. Unit sales of 10 equal to last year, with 22 new listings down 57%, and a 45% sales/listings ratio up.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$782,917

Up from \$745,301 one year ago. Median sale price \$715,000 down from \$720,000 one year ago. Average days-on-market up 11 days to 44 compared to last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE +3%

\$645,000

SALES VOLUME -7%

\$6,655,000

UNIT SALES NO CHANGE

10

NEW LISTINGS -57%

22

EXPIRED LISTINGS +33%

4

UNIT SALES/LISTINGS RATIO +132%

45%

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

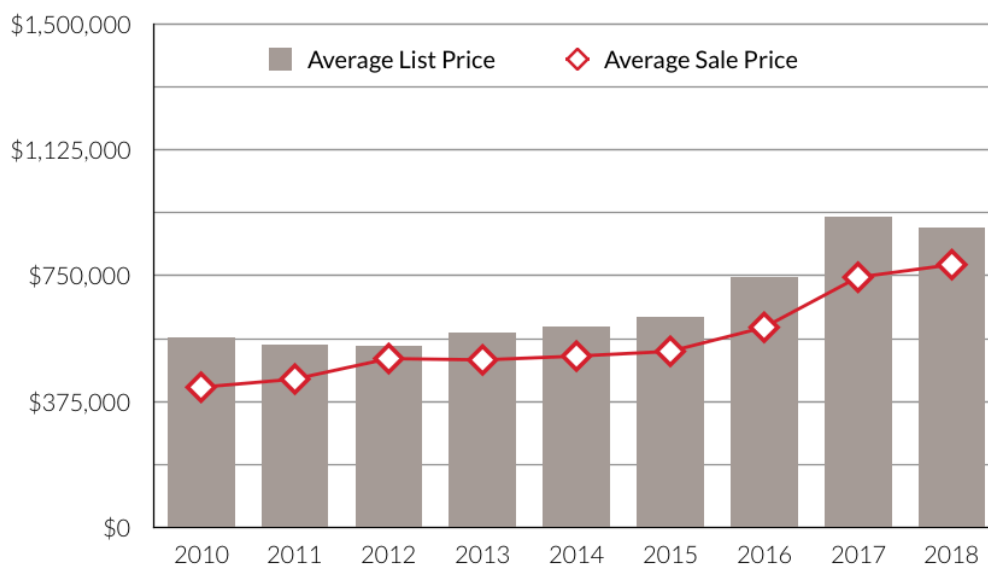
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$87,536,423	\$82,733,645	\$93,941,688	+13.5%
YTD Unit Sales	144	111	120	+8.1%
YTD New Listings	213	227	253	+11.5%
YTD Sales/Listings Ratio	68%	49%	47%	-3%
YTD Expired Listings	38	20	27	+35%
September Volume Sales	\$11,542,900	\$7,163,000	\$6,655,000	-7.1%
September Unit Sales	20	10	10	No Change
September New Listings	26	51	22	-56.9%
September Sales/Listings Ratio	77%	20%	45%	+131.8%
September Expired Listings	6	3	4	+33.3%
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	15	5	5	No Change
YTD Sales: Under \$350K-\$549K	45	17	18	+5.9%
YTD Sales: Under \$550K-\$749K	56	37	47	+27%
YTD Sales: Under \$750K-\$999K	23	35	38	+8.6%
YTD Sales: \$1M+	4	17	12	-29.4%
YTD Average Days-On-Market	39	33	44	+33%
YTD Average Sale Price	\$596,034	\$745,301	\$782,917	+5%
YTD Median Sale Price	\$583,500	\$720,000	\$715,000	-0.7%

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

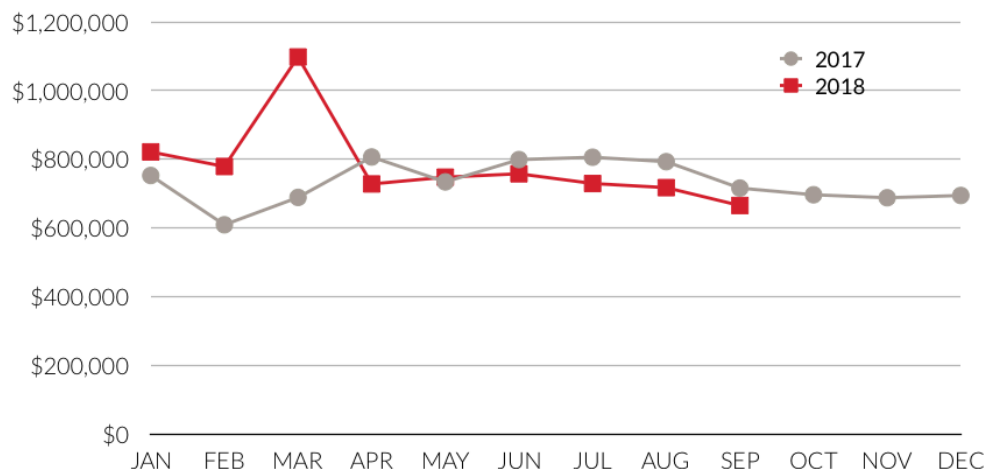
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018



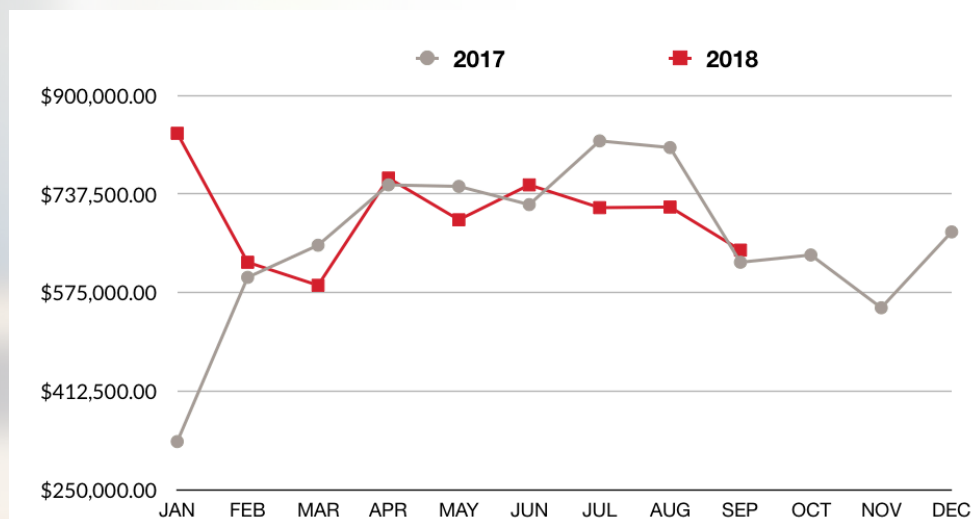
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

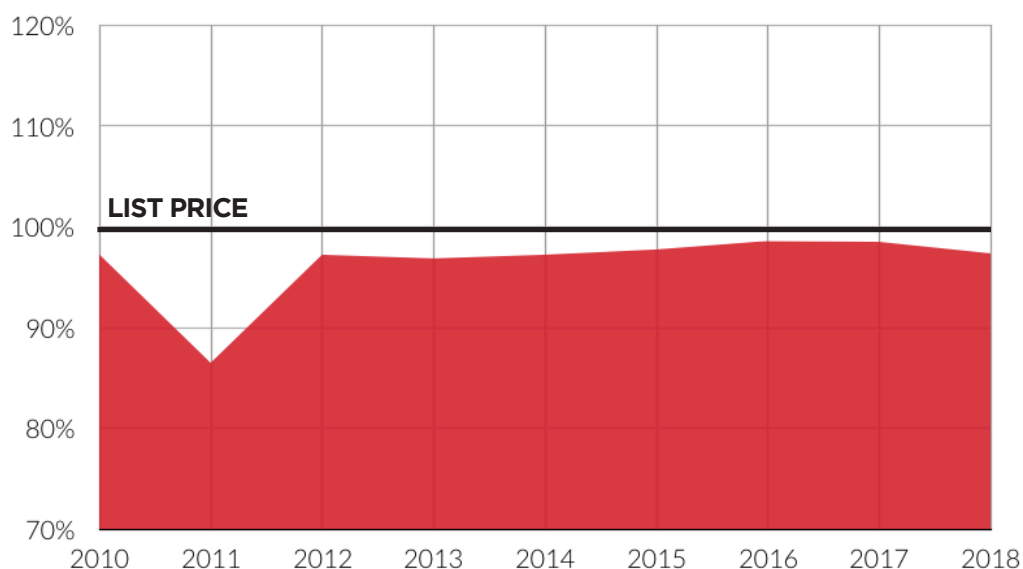


* Median sale price is based on residential sales (including freehold and condominiums).

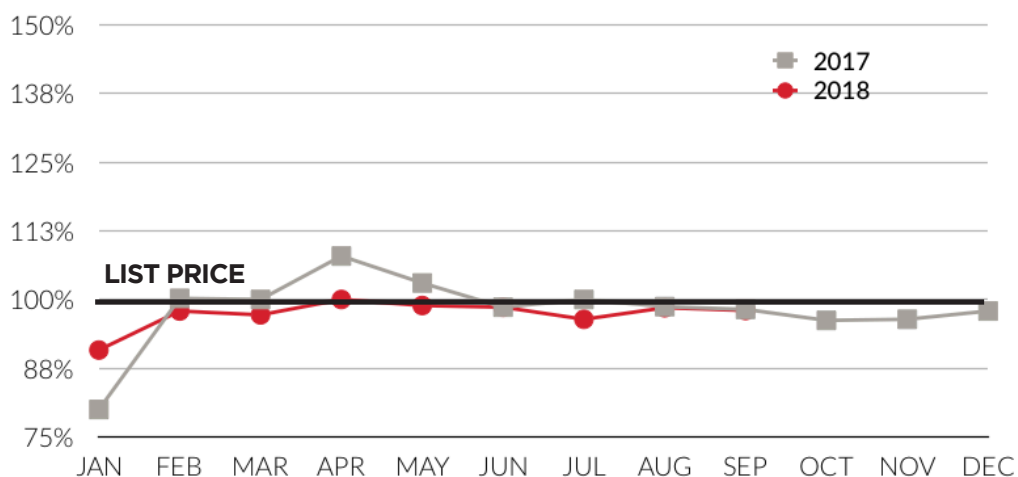
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



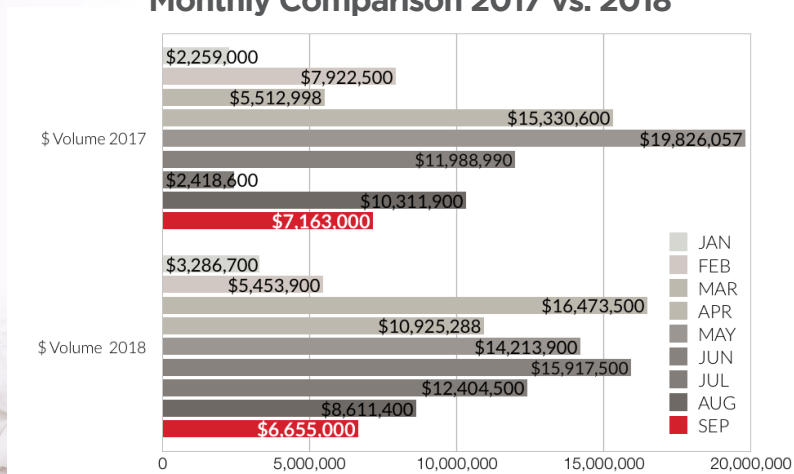
MONTH OVER MONTH 2017 VS. 2018



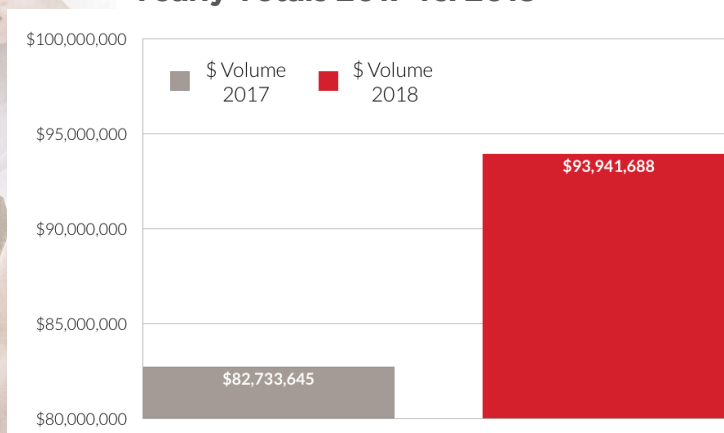
\$ VOLUME SALES

GUELPH ERAMOSA

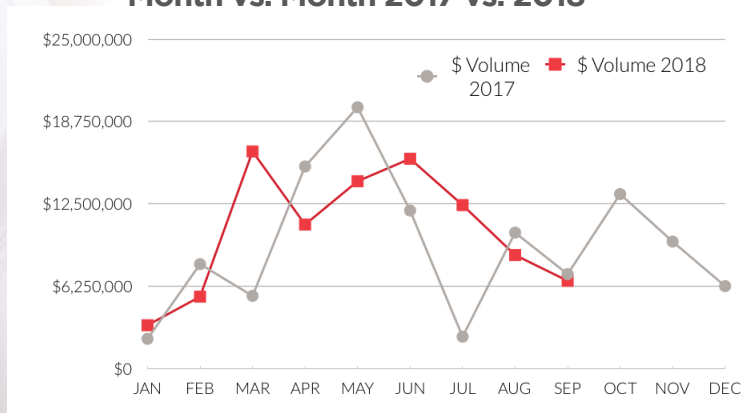
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



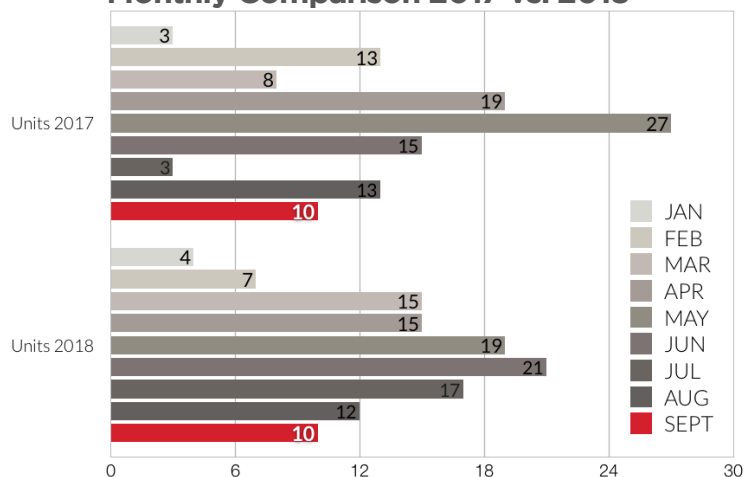
Month vs. Month 2017 vs. 2018



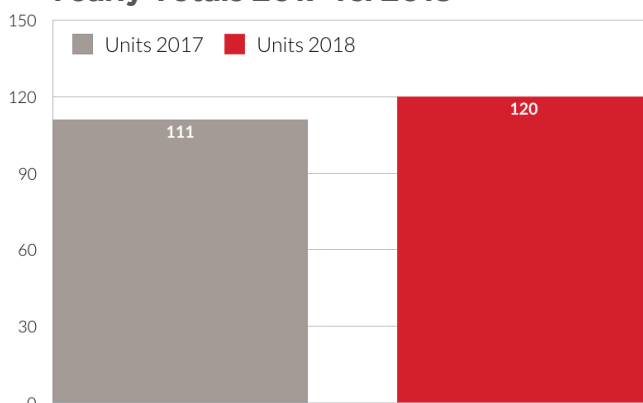
UNIT SALES

GUELPH ERAMOS

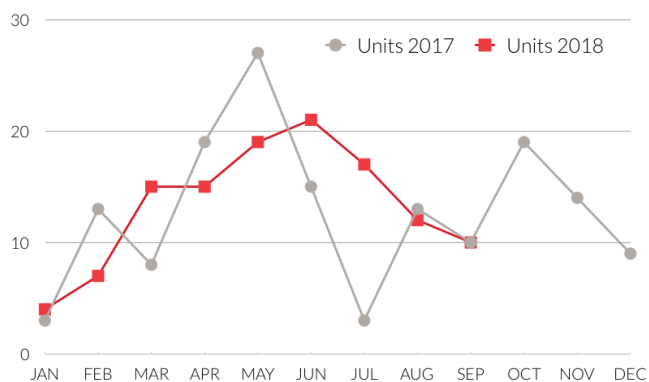
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

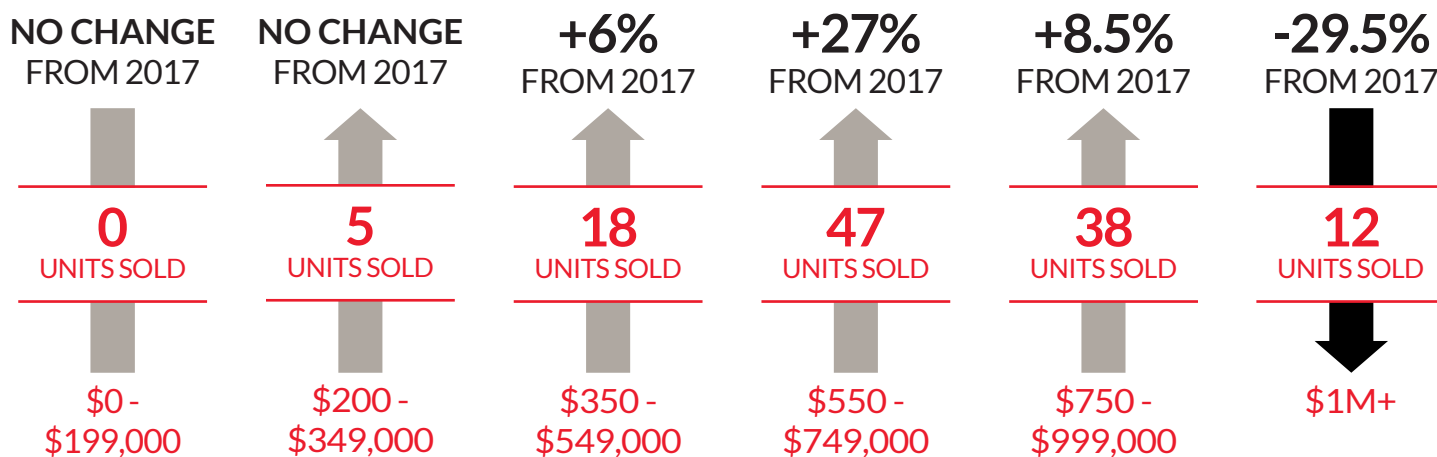


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+1%

YTD
SALES VOLUME
\$76,096,288

+2%

YTD
UNIT SALES
101

-1%

YTD AVERAGE
SALE PRICE
\$753,429

-4.5%

SEPTEMBER
SALES VOLUME
6,310,000

NO CHANGE

SEPTEMBER
UNIT SALES
9

CONDOMINIUM HOME SALES

+646.5%

YTD
SALES VOLUME
\$6,906,400

+300%

YTD
UNIT SALES
12

+86.5%

YTD AVERAGE
SALE PRICE
\$575,533

*THERE WERE NO CONDOMINIUM SALES IN GUELPH/
ERAMOSA IN SEPTEMBER 2017 TO COMPARE TO

SEPTEMBER
SALES VOLUME
\$345,000

SEPTEMBER
UNIT SALES
1

VACANT LAND SALES

-55%

YTD
SALES VOLUME
\$1,714,000

-50%

YTD
UNIT SALES
3

-9.5%

YTD AVERAGE
SALE PRICE
\$571,333

DOWN FROM
\$539,000 IN 2017

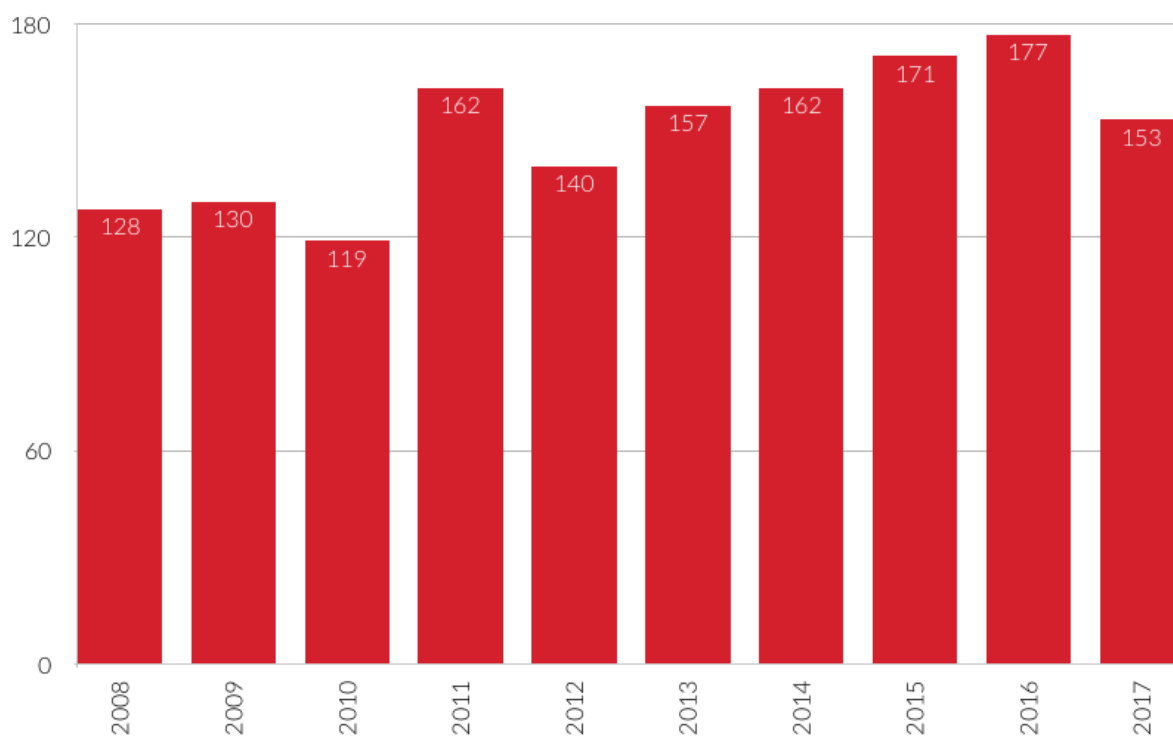
SEPTEMBER
SALES VOLUME
0

DOWN FROM
1 IN 2017

SEPTEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



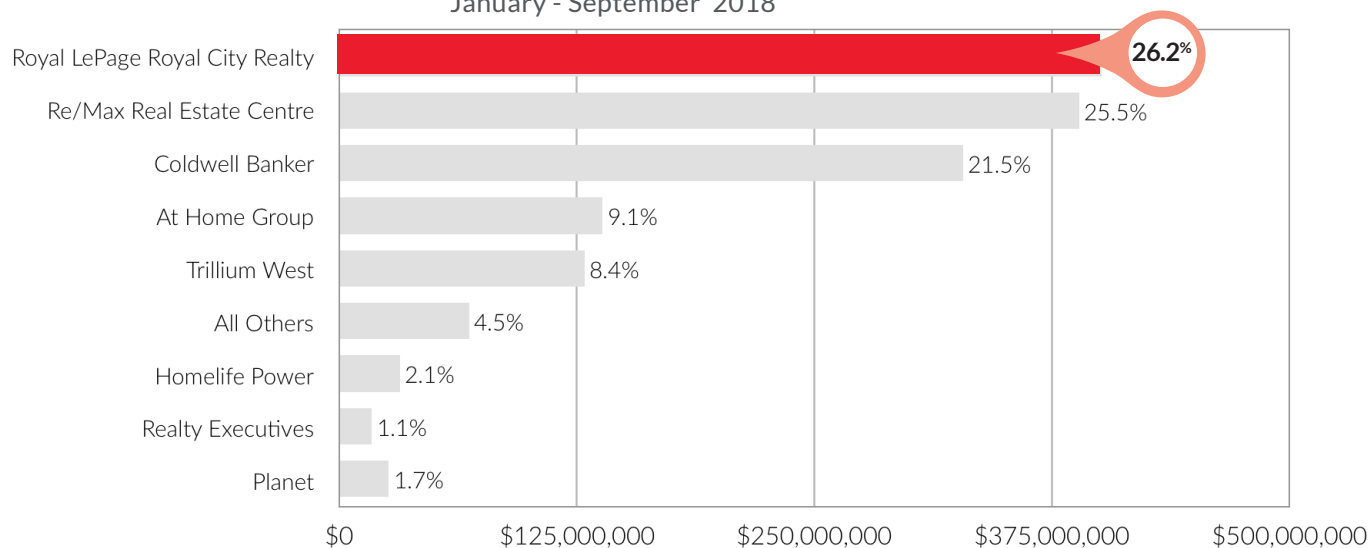


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

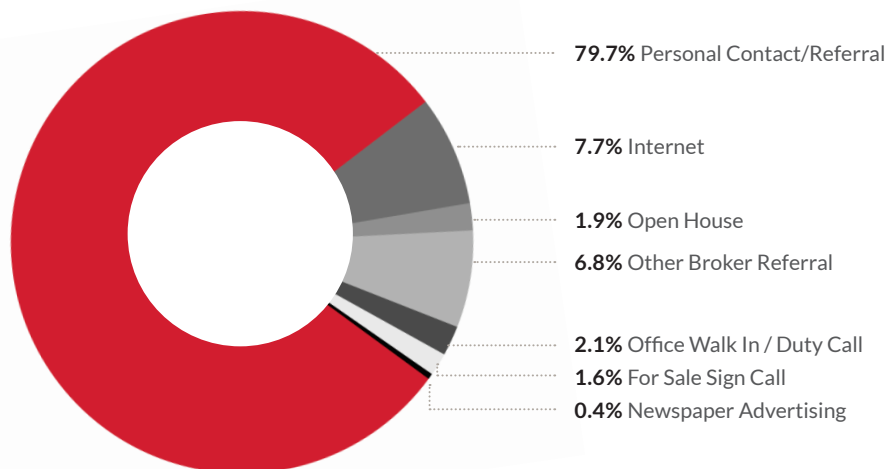
MARKET SHARE BY \$VOLUME

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

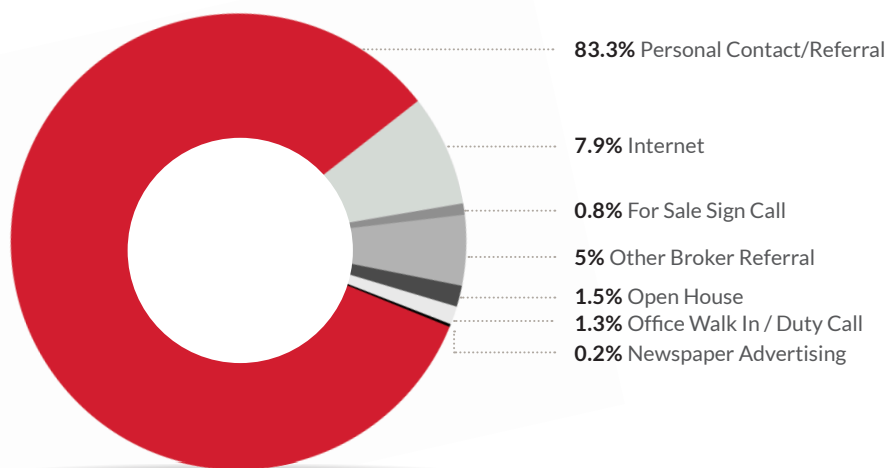


SOURCE OF BUSINESS

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

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118 Main Street S, Rockwood



GUELPH

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