

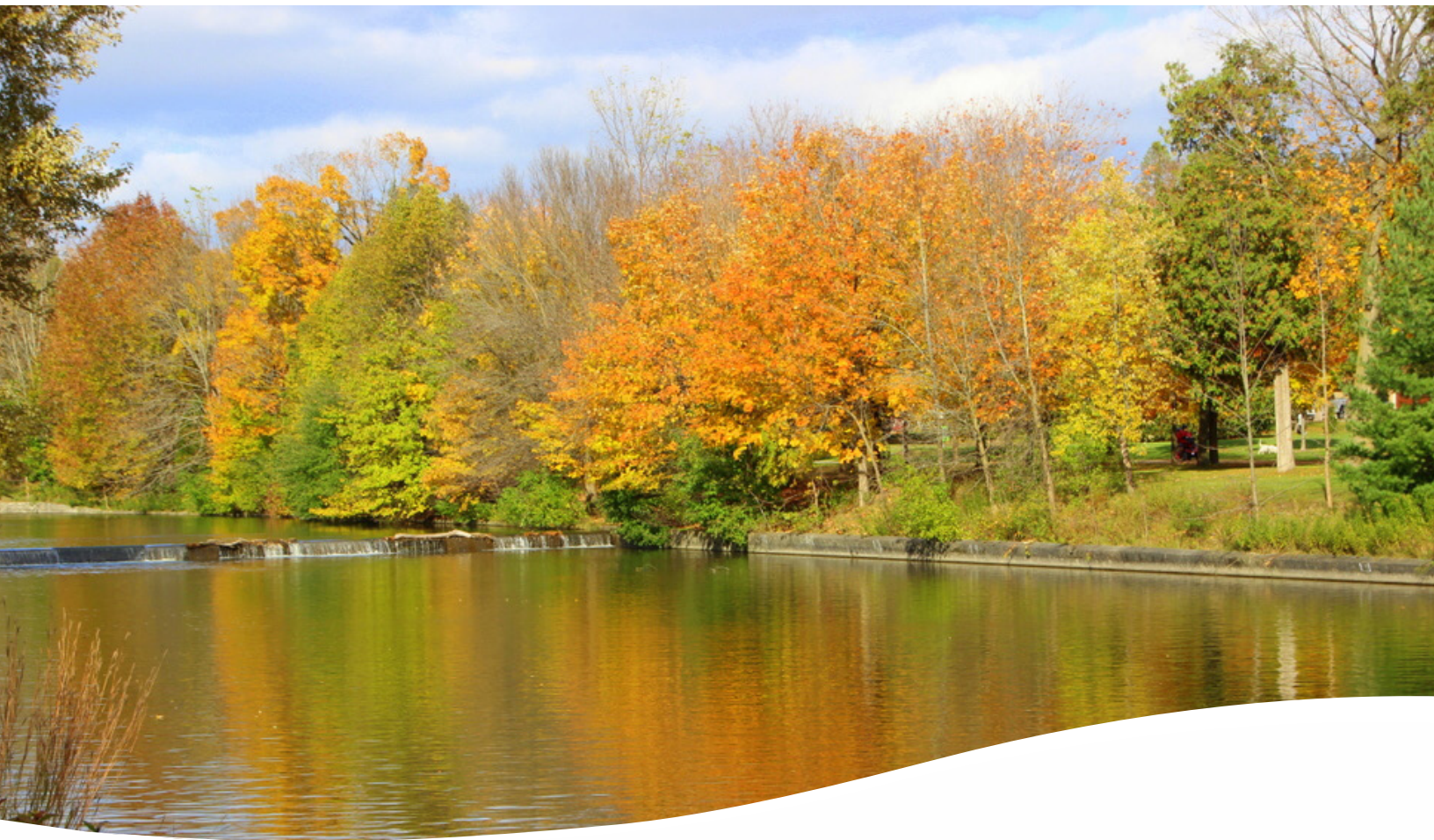
ROYAL CITY REALTY
BROKERAGE



CITY OF GUELPH REAL ESTATE MARKET REPORT

OCTOBER 2018

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

BALANCED MARKET

THE FIRST 3 QUARTERS OF THIS YEAR HAVE BEEN FILLED WITH FITS AND STARTS OF MARKET ACTIVITY, TO SOMEWHAT FLATTENED SALES CONDITIONS NOW.



YEAR-TO-DATE SALES VOLUME OF \$946,959,375

Down 11.5% from 2017's \$1,073,752,795. Unit sales of 1,862 are down 11% from 2017's 2,096, with 2,918 new listings down 1.5%, and a 64% sales/listings ratio down 10%.



OCTOBER SALES VOLUME OF \$84,397,300

Down 9% from 2017's \$92,949,750. Unit sales of 172 are down 5.5% from last October's 182, with 270 new listings up 8.5%, and a 61% sales/listing ratio up 3%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$509,647

Up from \$506,481 one year ago. Median sale price \$477,222 up from \$469,750 one year ago. Average days-on-market up 5 days to 25 compared to last year.



OCTOBER Numbers

MEDIAN SALE PRICE -0.5%

\$476,944

SALES VOLUME -9%

\$84,397,300

UNIT SALES -5.5%

172

NEW LISTINGS +8.5%

270

EXPIRED LISTINGS -40.5%

19

UNIT SALES/LISTINGS RATIO +3%

61%

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



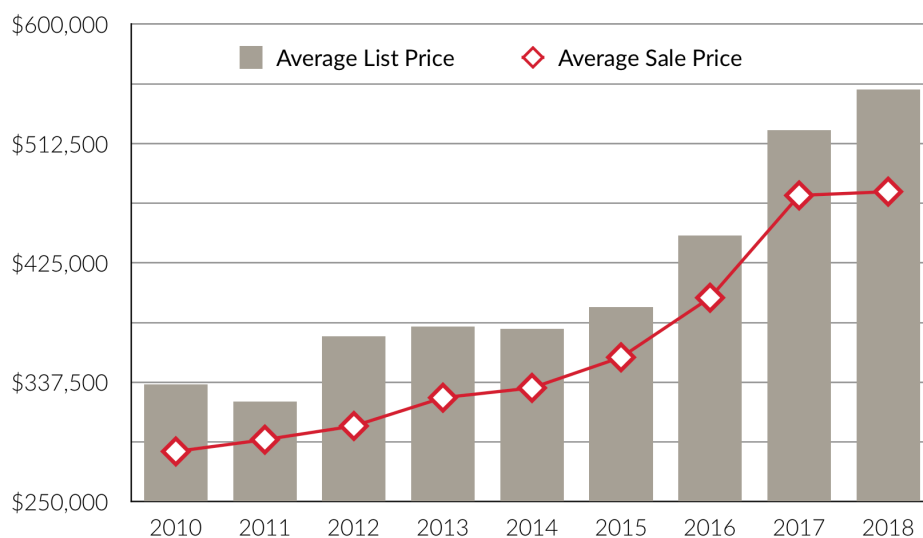
Table 1:
Guelph MLS Sales and Listing Summary
 2016 vs. 2017 vs. 2018

	2016	2017	2018	2017-2018
Year-To-Date (YTD) Sales Volume	\$936,192,904	\$1,073,752,795	\$946,959,375	-11.8%
YTD Unit Sales	2,229	2,096	1,862	-11.2%
YTD New Listings	2,615	2,956	2,918	-1.3%
YTD Sales/Listings Ratio	85%	71%	64%	-10%
YTD Expired Listings	170	208	239	+14.9%
October Sales Volume	\$89,757,770	\$92,949,750	\$84,397,300	-9.2%
October Unit Sales	201	182	172	-5.5%
October New Listings	225	249	270	+8.4%
October Sales/Listings Ratio	78%	59%	61%	+2.9%
October Expired Listings	12	32	19	-40.6%
YTD Sales: \$0-\$199K	83	35	15	-57.1%
YTD Sales: \$200K-\$349K	690	329	287	-12.8%
YTD Sales: \$350K-\$549K	1088	1306	978	-25.1%
YTD Sales: \$550K-\$749K	296	486	425	-12.6%
YTD Sales: \$750K-\$999K	53	157	121	-22.9%
YTD Sales: \$1M+	19	51	35	-31.4%
YTD Average Days-On-Market	23	20	25	+25%
YTD Average Sale Price	\$420,780	\$506,481	\$509,647	+0.6%
YTD Median Sale Price	\$395,000	\$460,000	\$477,500	+3.8%

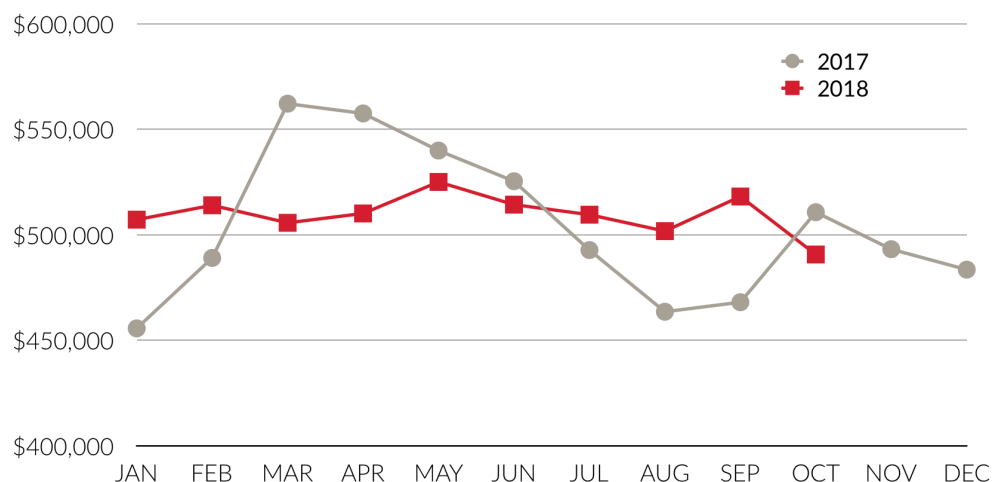
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



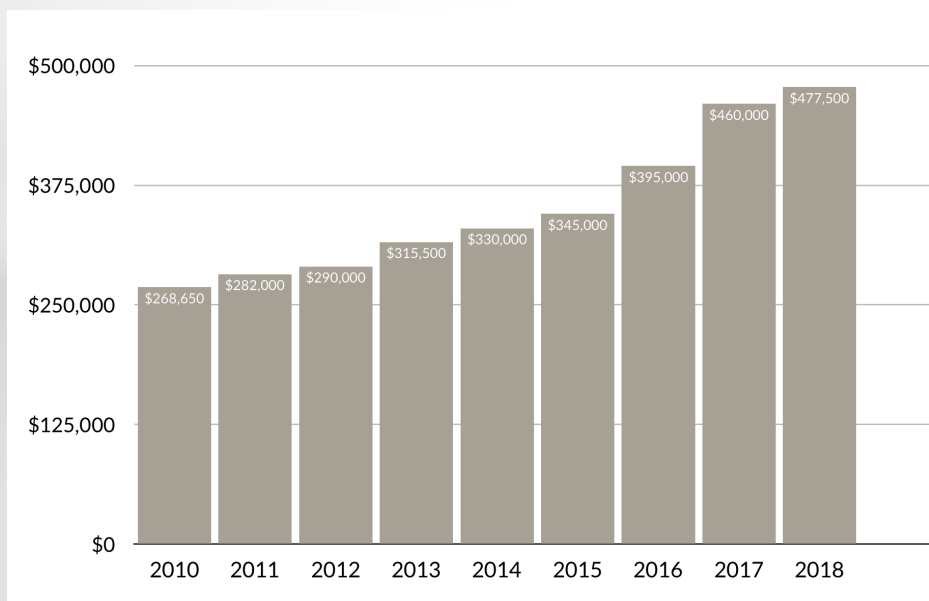
MONTH OVER MONTH 2017 VS. 2018



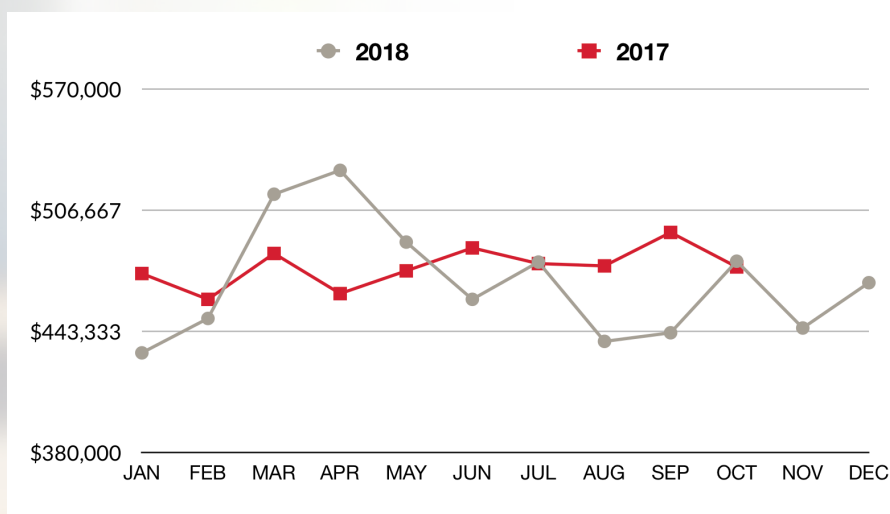
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

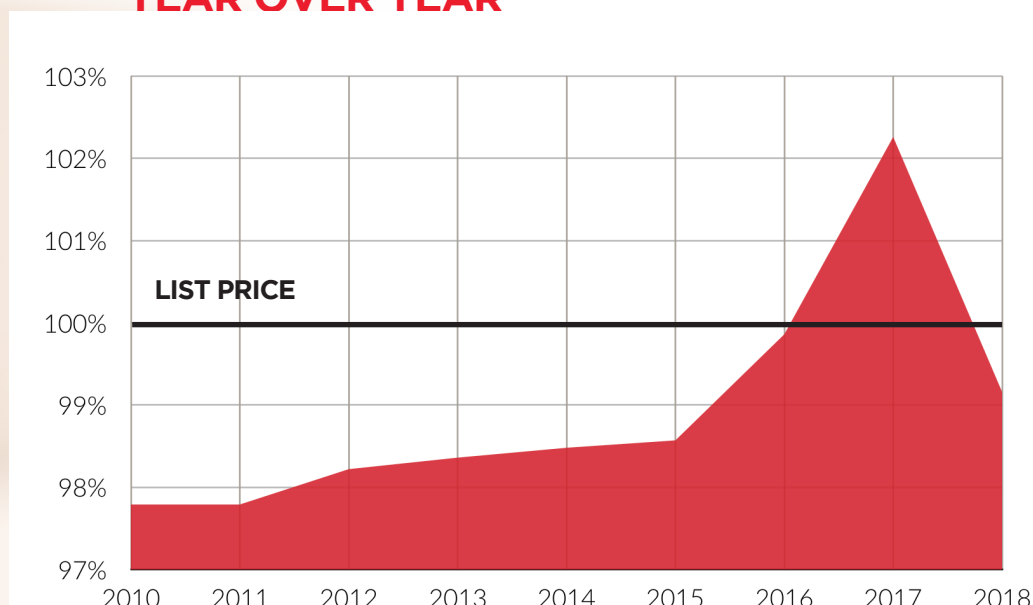


* Median sale price is based on residential sales (including freehold and condominiums).

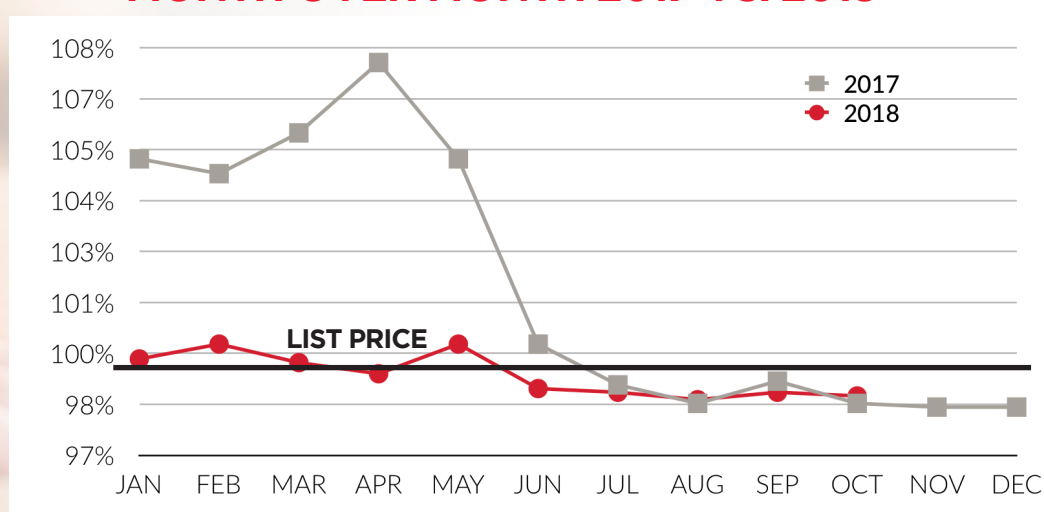
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



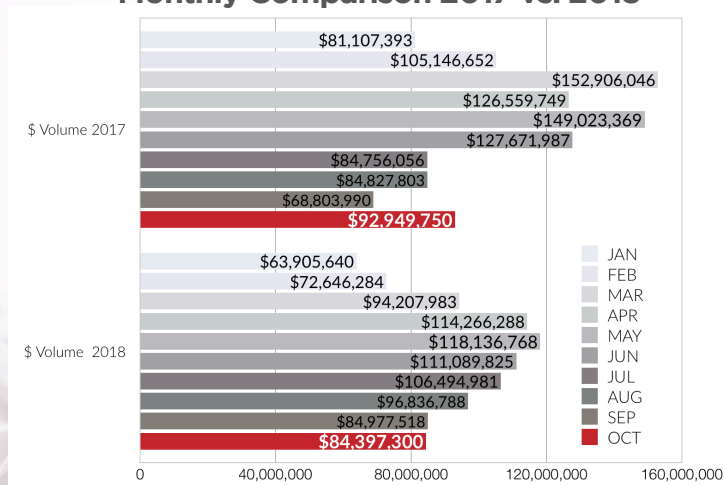
MONTH OVER MONTH 2017 VS. 2018



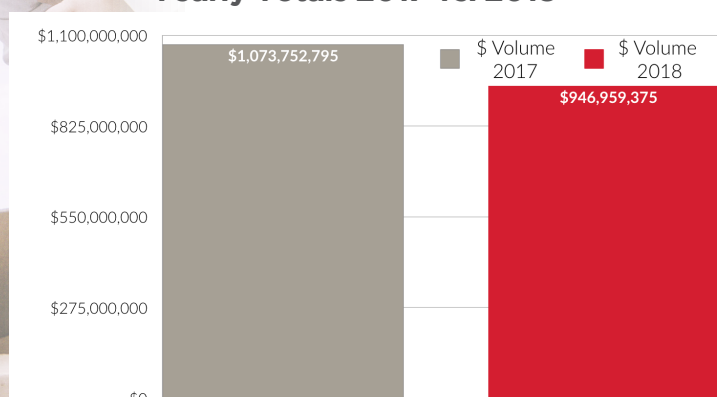
\$ VOLUME SALES

CITY OF GUELPH

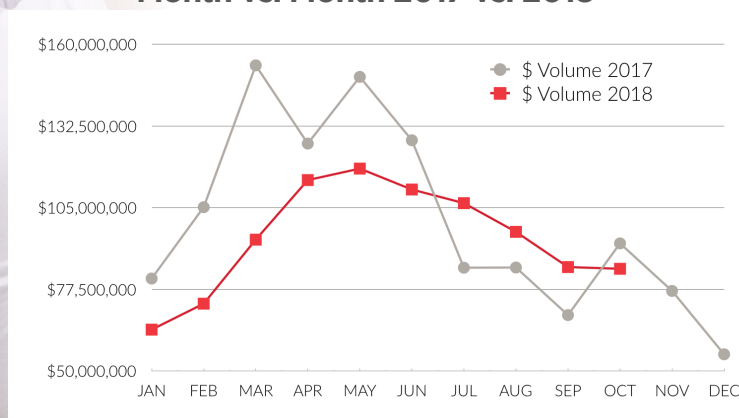
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



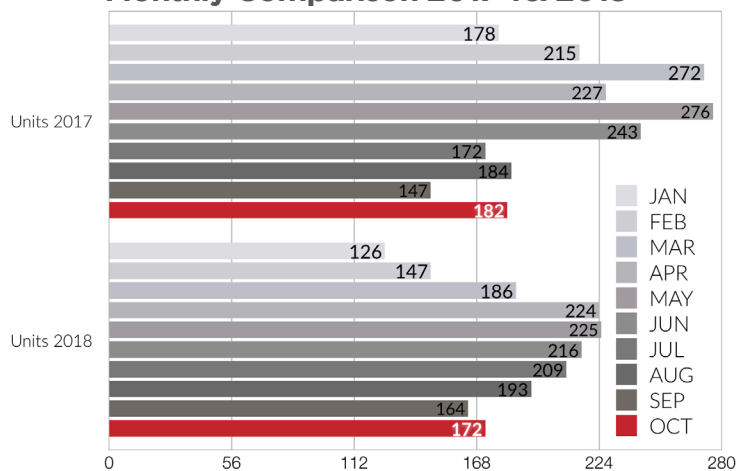
Month vs. Month 2017 vs. 2018



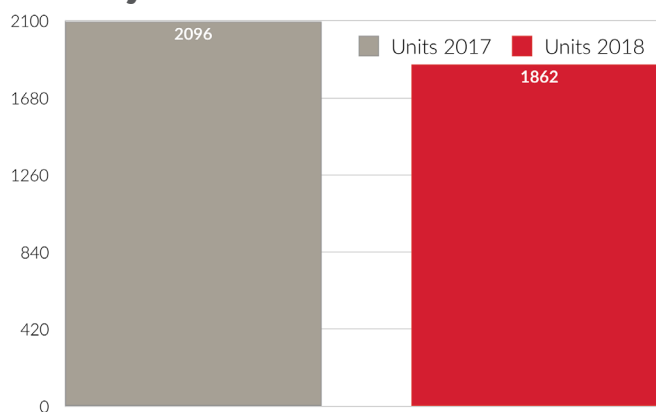
UNIT SALES

CITY OF GUELPH

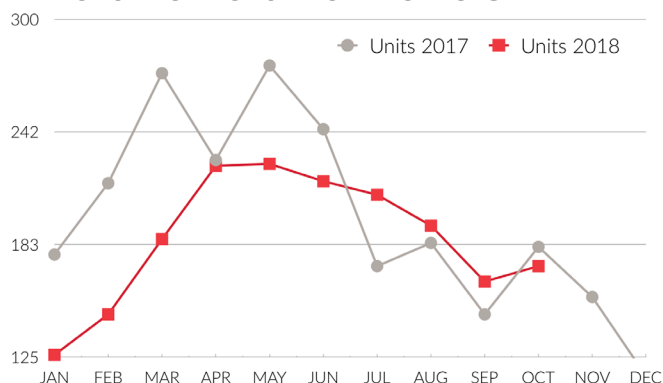
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

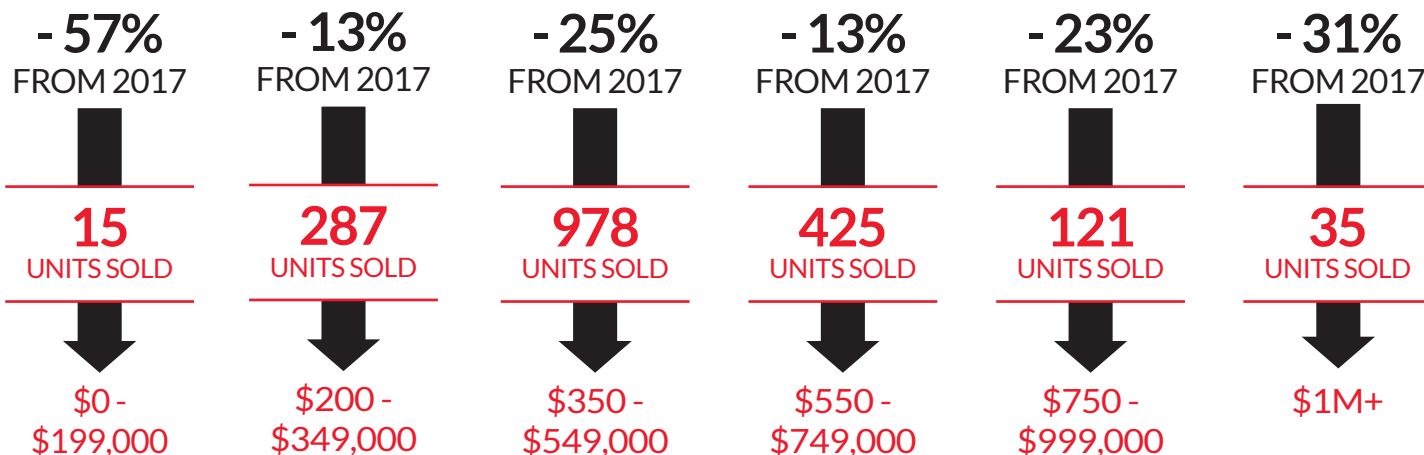


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

FREEHOLD HOME SALES

- 16%

YTD
SALES VOLUME
\$673,426,528

- 17%

YTD
UNIT SALES
1185

+0.2%

YTD AVERAGE
SALE PRICE
\$568,292

-17%

OCTOBER
SALES VOLUME
\$59,979,375

-18%

OCTOBER
UNIT SALES
106

CONDOMINIUM HOME SALES

+9%

YTD
SALES VOLUME
\$243,309,947

+3%

YTD
UNIT SALES
635

+6%

YTD AVERAGE
SALE PRICE
\$383,165

+ 29%

OCTOBER
SALES VOLUME
\$23,170,425

+26%

OCTOBER
UNIT SALES
62

VACANT LAND SALES

- 69.3%

YTD
SALES VOLUME
\$2,305,000

- 25%

YTD
UNIT SALES
6

-59%

YTD AVERAGE
SALE PRICE
\$384,166.67

+9%

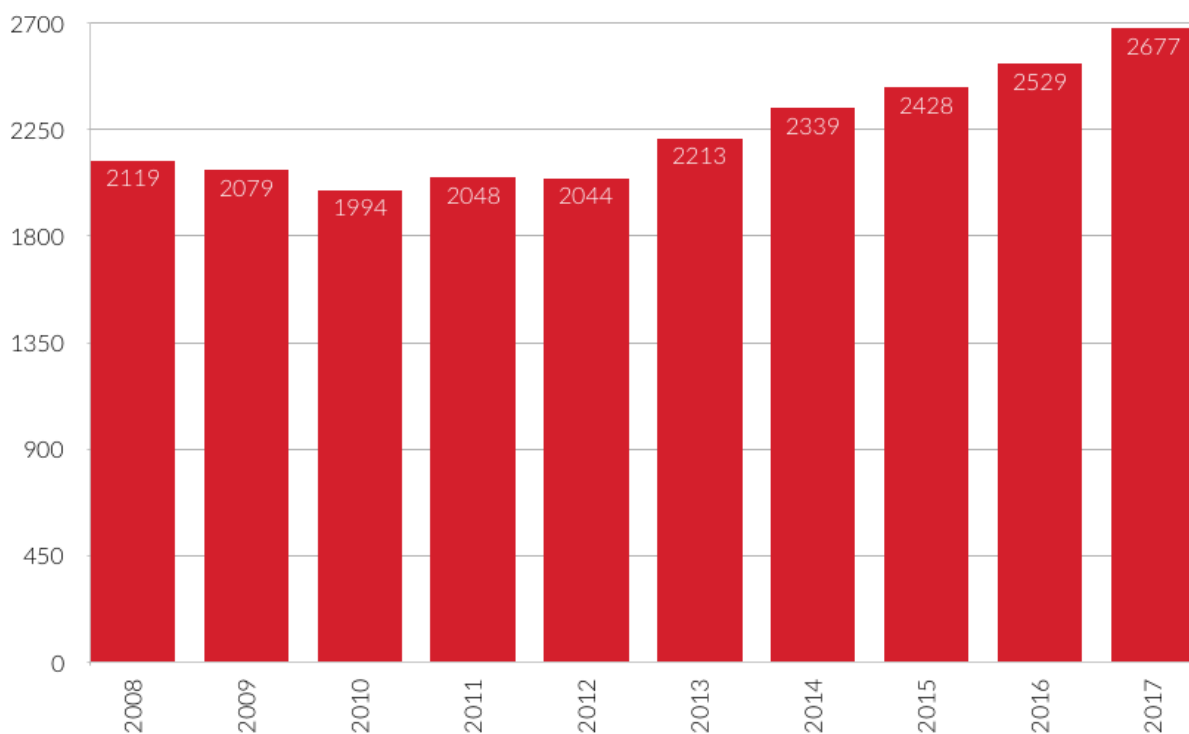
OCTOBER
SALES VOLUME
\$710,000

+200%

OCTOBER
UNIT SALES
2

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

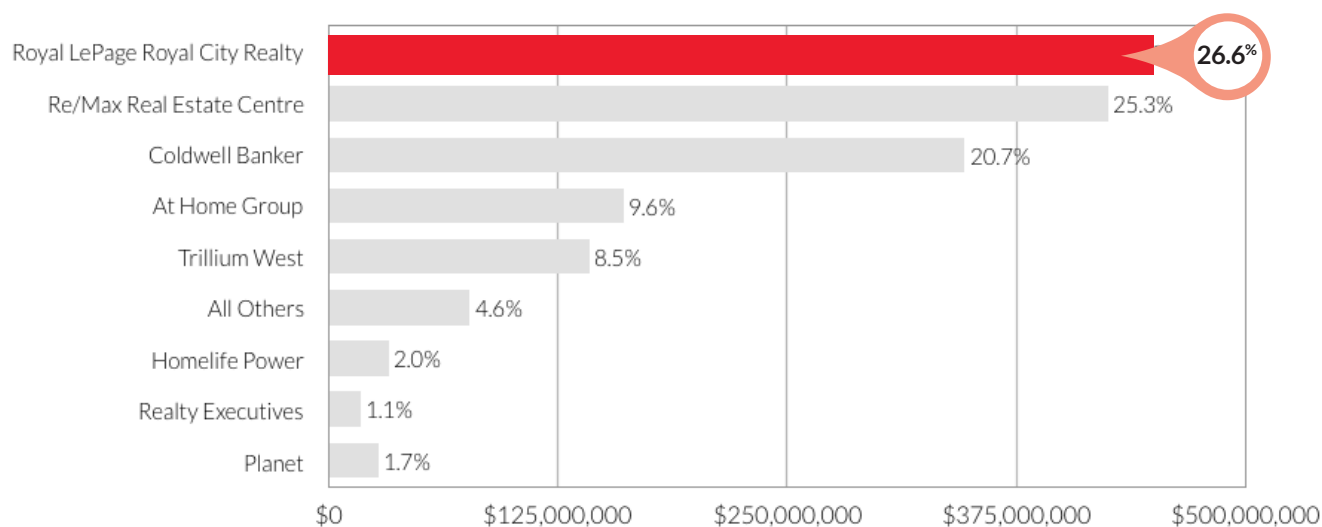


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

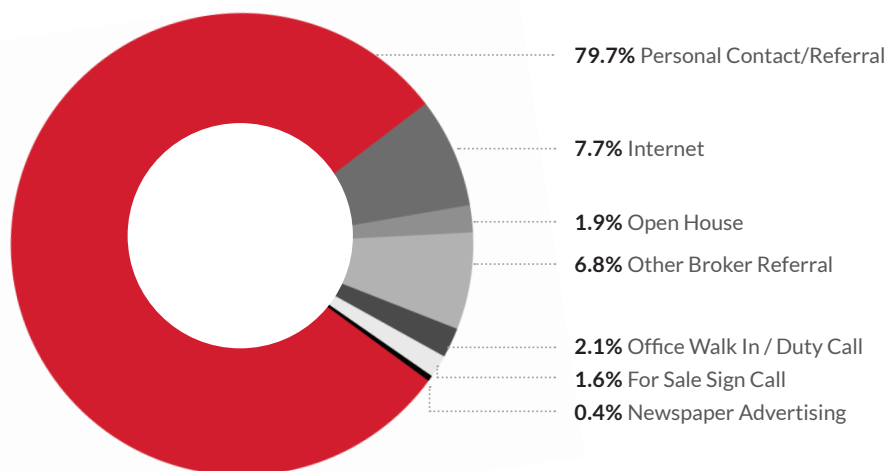
MARKET SHARE BY \$VOLUME

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

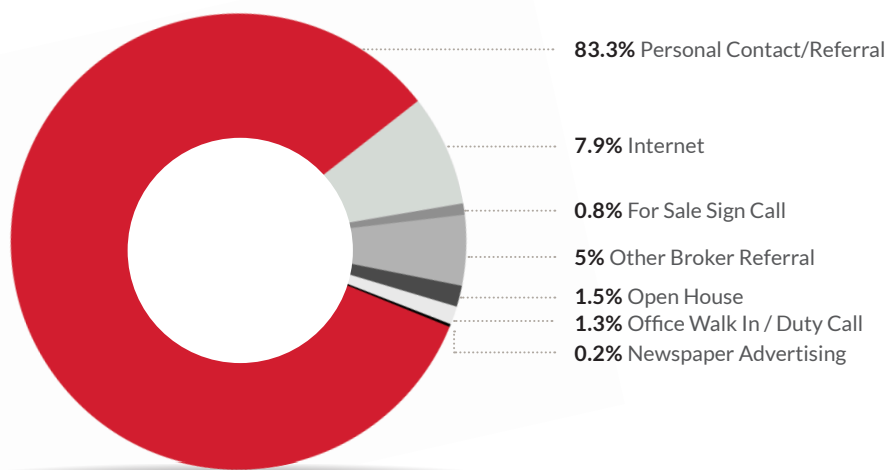


SOURCE OF BUSINESS

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

T. 519.843.1365

840 Tower Street S., Fergus



GUELPH

T. 519.824.9050

848 Gordon St., Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S, Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave., W., Guelph