

ROYAL CITY REALTY

BROKERAGE

ROYAL LEPAGE

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

OCTOBER 2018

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

GUELPH/ERAMOSA EXPERIENCED VERY LIMITED SALES ACTIVITY THIS QUARTER, BUT OVERALL THIS REGION IS STILL AHEAD OF LAST YEAR.



YEAR-TO-DATE SALES VOLUME OF \$100,235,038

Up 4.5% from 2017's \$95,973,845. Unit sales of 130 are equal to 2017's, with 278 new listings up 10.5%, and a 47% sales/listings ratio down 9.5%.



OCTOBER SALES VOLUME OF \$6,293,350

Down 52.5% from 2017's \$13,240,200. Unit sales of 10 are down 47.5% from last October's 19, with 25 new listings up 4%, and a 40% sales/listings ratio down 4%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$767,559

Up from \$740,456 one year ago. Median sale price \$705,000 up from \$686,525 one year ago. Average days-on-market up 11 days to 46 compared to last year.



OCTOBER Numbers

MEDIAN SALE PRICE +4.5%

\$667,750

SALES VOLUME -52.5%

\$6,293,350

UNIT SALES -47.5%

10

NEW LISTINGS +4%

25

EXPIRED LISTINGS +57%

11

UNIT SALES/LISTINGS RATIO -4%

40%

* 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-Eramosa MLS Sales and Listing Summary
2016 vs. 2017 vs. 2018

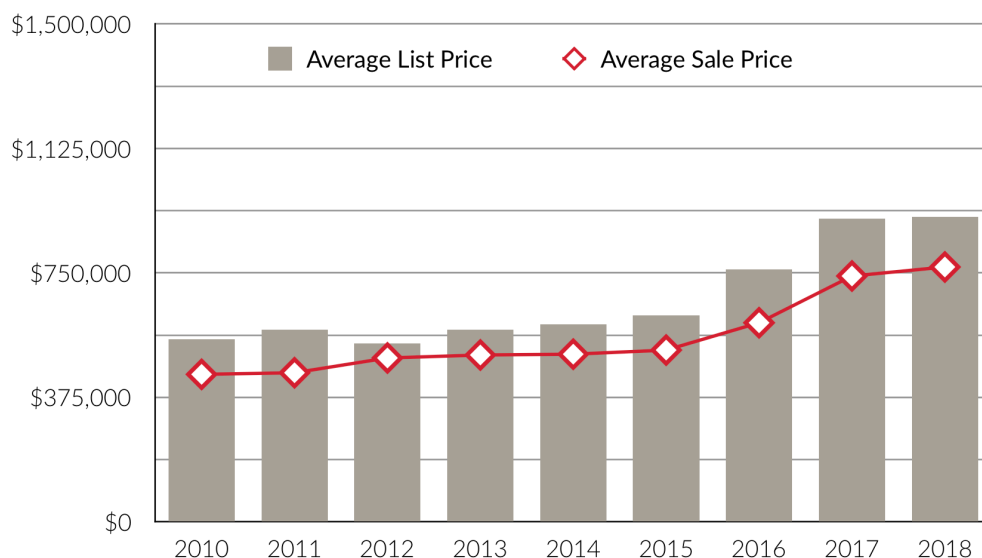
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$97,637,373	\$95,973,845	\$100,235,038	-4%
YTD Unit Sales	160	130	130	No Change
YTD New Listings	222	251	278	+10.8%
YTD Sales/Listings Ratio	72%	52%	47%	-9.7%
YTD Expired Listings	43	27	38	+40.7%
October Volume Sales	\$10,100,950	\$13,240,200	\$6,293,350	-52.5%
October Unit Sales	16	19	10	-47.4%
October New Listings	9	24	25	+4.2%
October Sales/Listings Ratio	222%	42%	40%	-4%
October Expired Listings	5	7	11	+57.1%
YTD Sales: Under \$0-\$199K	1	1	0	-100%
YTD Sales: Under \$200K-\$349K	17	5	5	No Change
YTD Sales: Under \$350K-\$549K	47	22	20	-9.1%
YTD Sales: Under \$550K-\$749K	63	44	52	+18.2%
YTD Sales: Under \$750K-\$999K	28	38	41	+7.9%
YTD Sales: \$1M+	4	20	12	-40%
YTD Average Days-On-Market	41	35	46	+32%
YTD Average Sale Price	\$599,561.80	\$740,456.20	\$767,559.40	+3.7%
YTD Median Sale Price	\$587,250.00	\$686,525.00	\$705,000.00	+2.7%

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

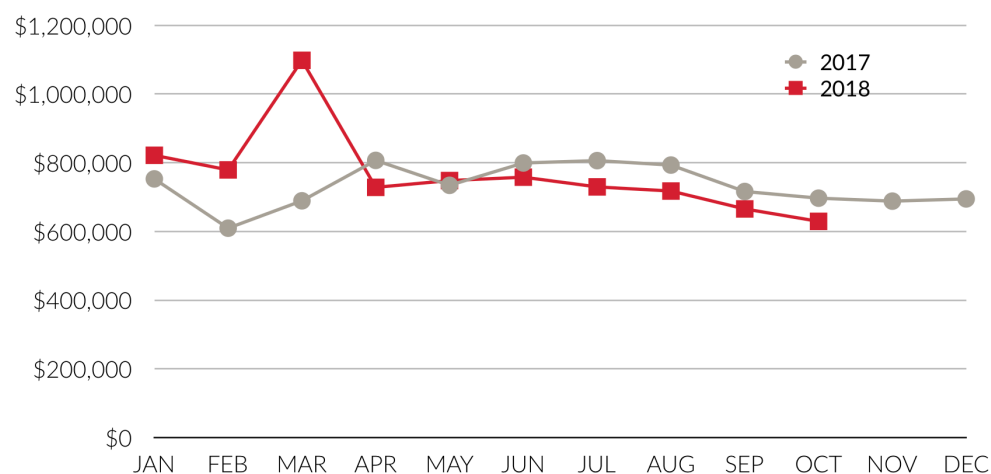
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018



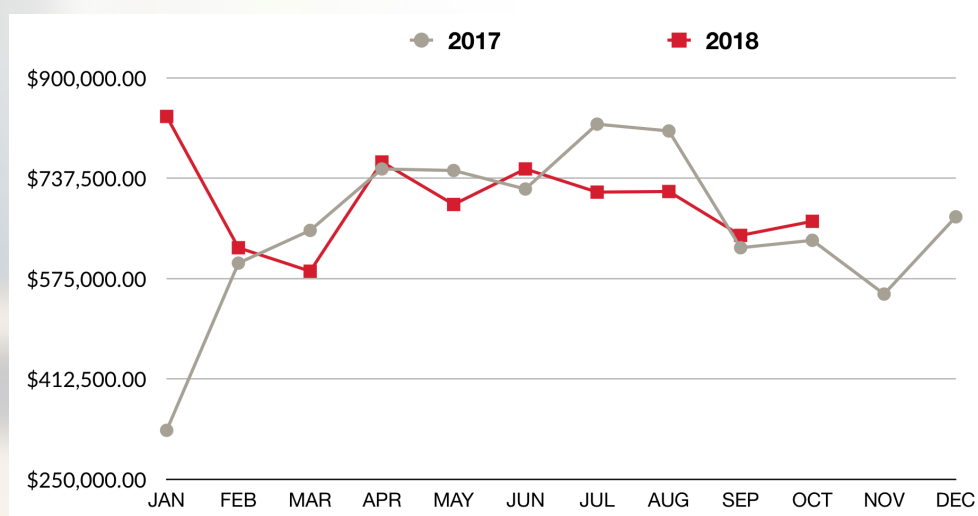
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

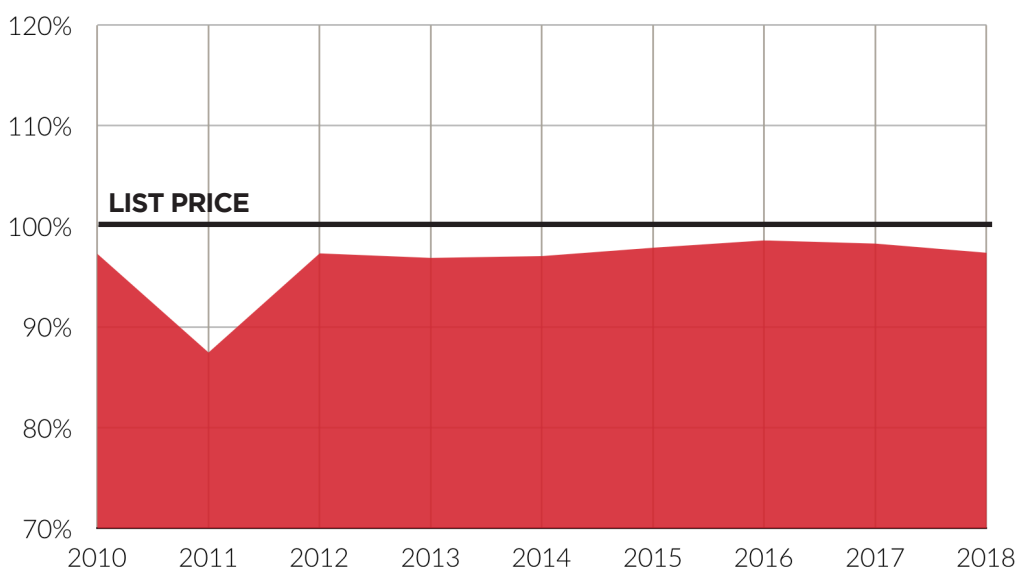


* Median sale price is based on residential sales (including freehold and condominiums).

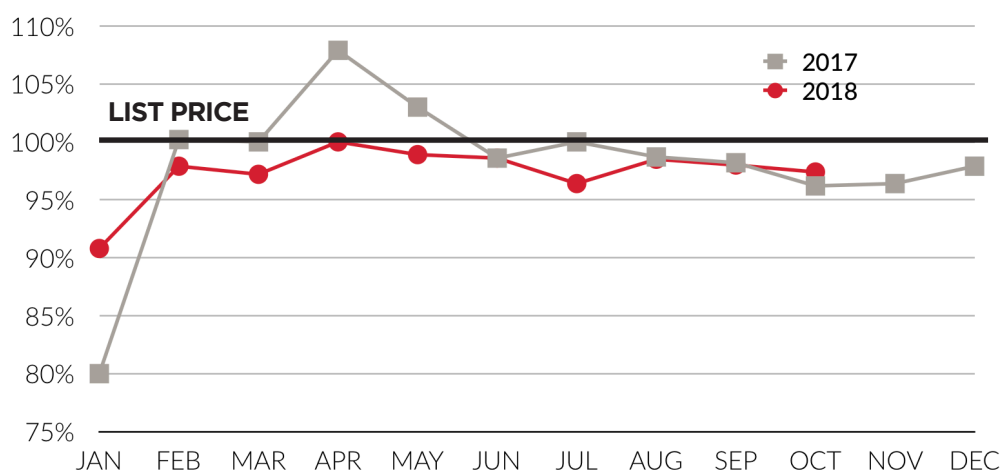
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



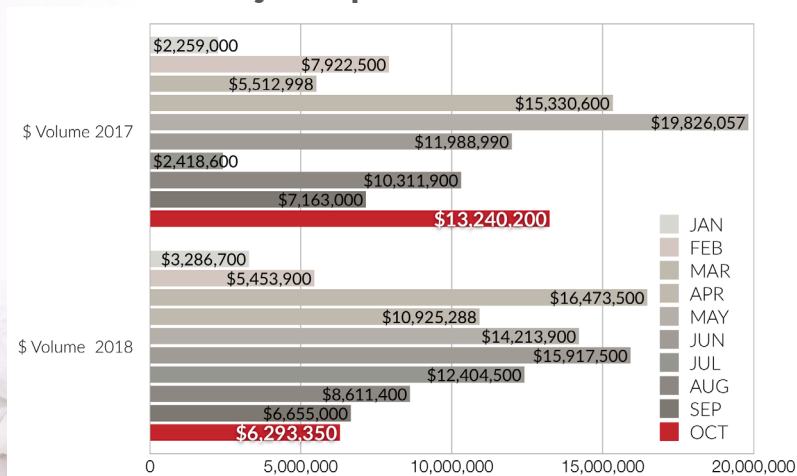
MONTH OVER MONTH 2017 VS. 2018



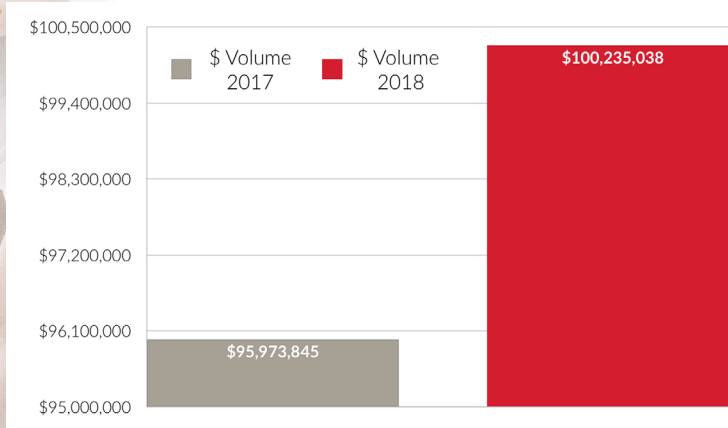
\$ VOLUME SALES

GUELPH ERAMOSA

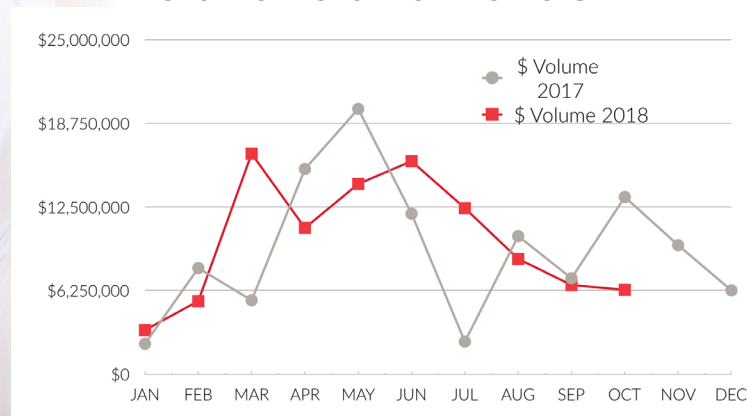
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



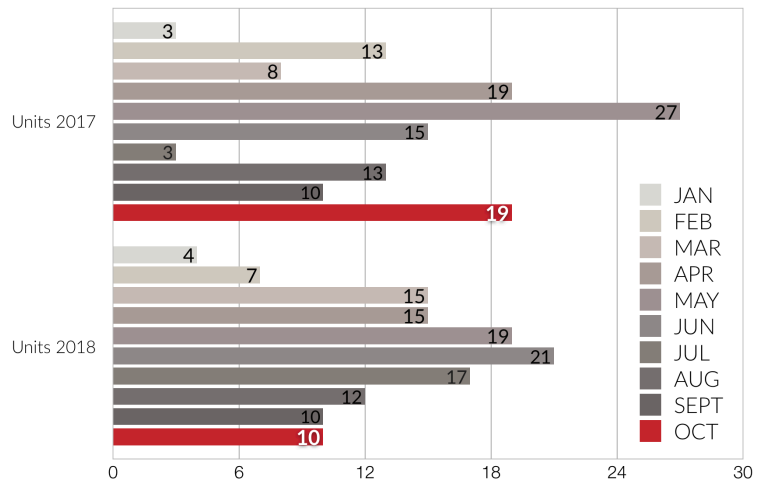
Month vs. Month 2017 vs. 2018



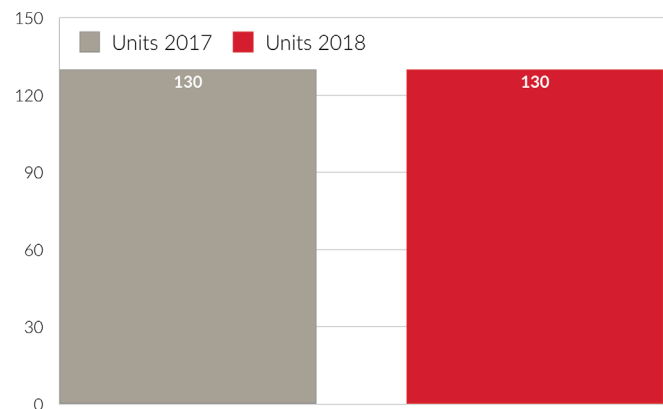
UNIT SALES

GUELPH ERAMOS

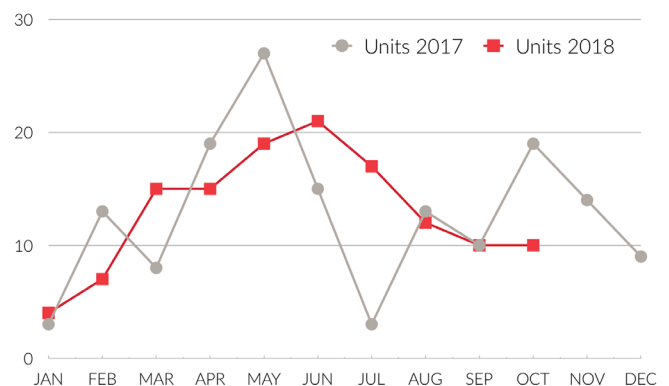
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

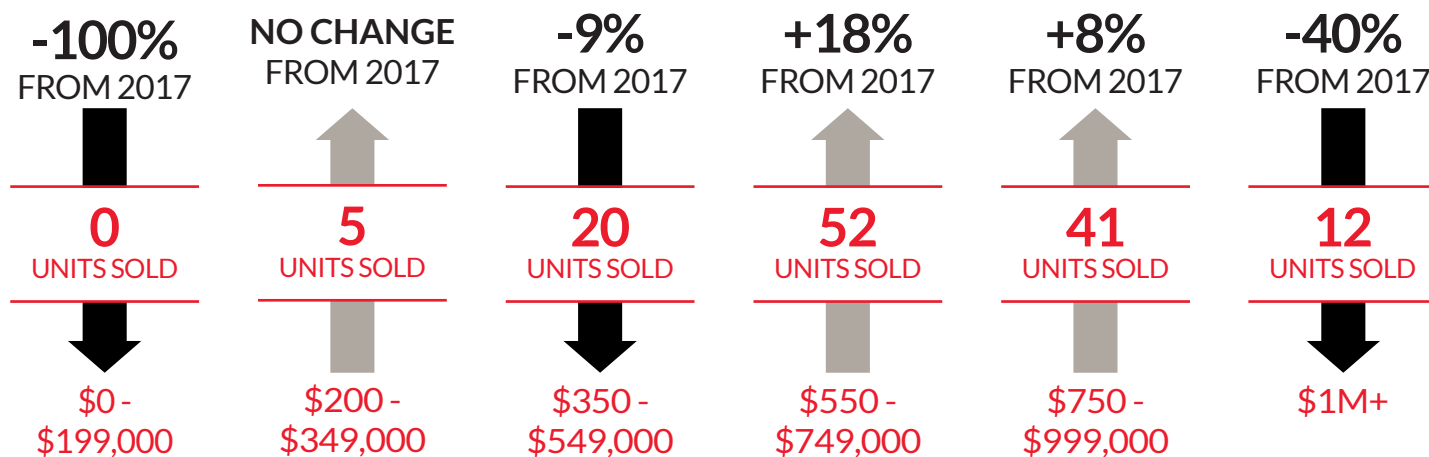


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

-4.5%

YTD
SALES VOLUME
\$81,434,638

-4.5%

YTD
UNIT SALES
109

-0.5%

YTD AVERAGE
SALE PRICE
\$747,107

-48%

OCTOBER
SALES VOLUME
\$5,338,350

-46.5%

OCTOBER
UNIT SALES
8

CONDOMINIUM HOME SALES

+351%

YTD
SALES VOLUME
\$7,261,400

+225%

YTD
UNIT SALES
13

+38.5%

YTD AVERAGE
SALE PRICE
\$558,569

-48%

OCTOBER
SALES VOLUME
\$355,000

NO CHANGE

OCTOBER
UNIT SALES
1

VACANT LAND SALES

-39%

YTD
SALES VOLUME
\$2,314,000

-33%

YTD
UNIT SALES
4

-8.5%

YTD AVERAGE
SALE PRICE
\$578,500

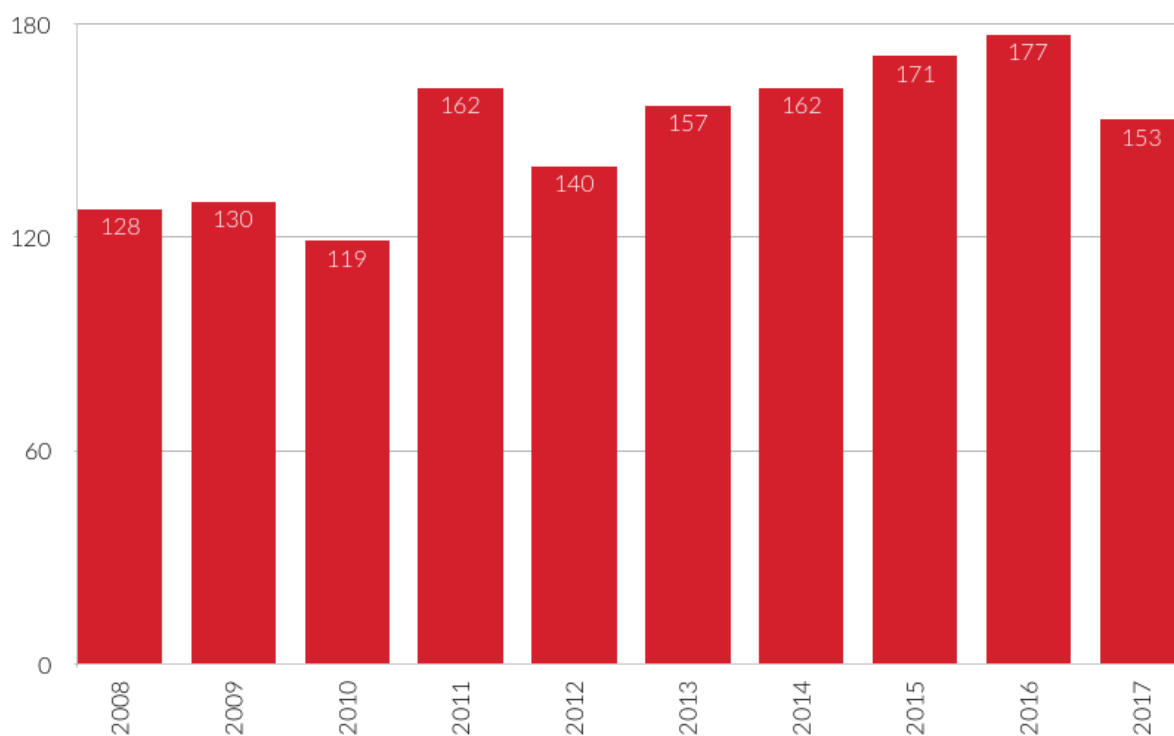
*THERE WERE NO VACANT LAND SALES IN GUELPH/
ERAMOSA IN OCTOBER 2017 TO COMPARE TO

OCTOBER
SALES VOLUME
\$600,000

OCTOBER
UNIT SALES
1

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD



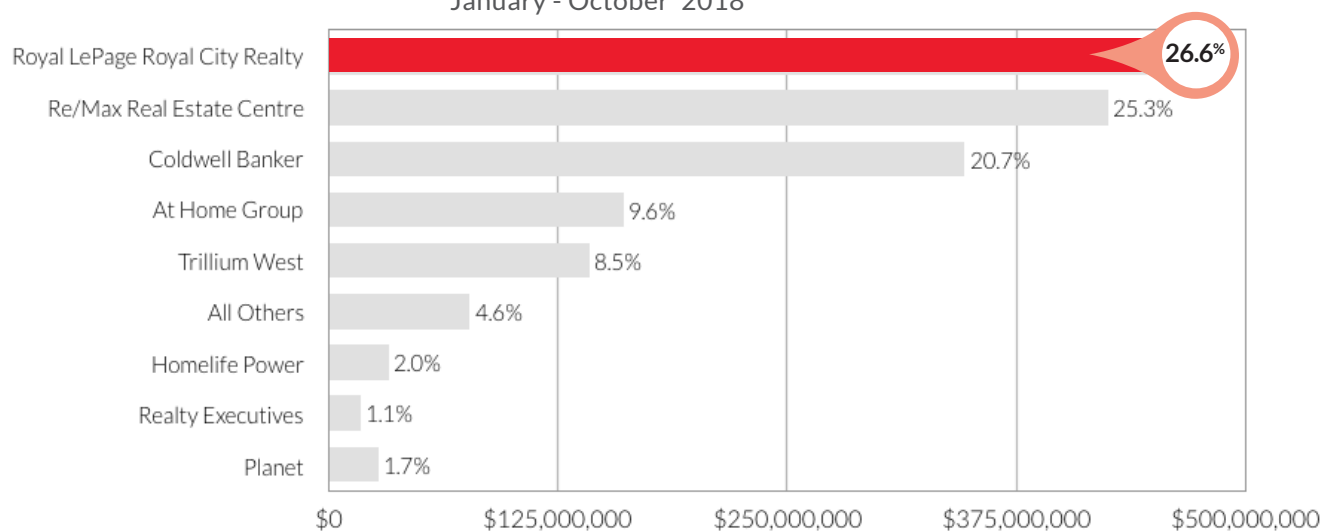


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

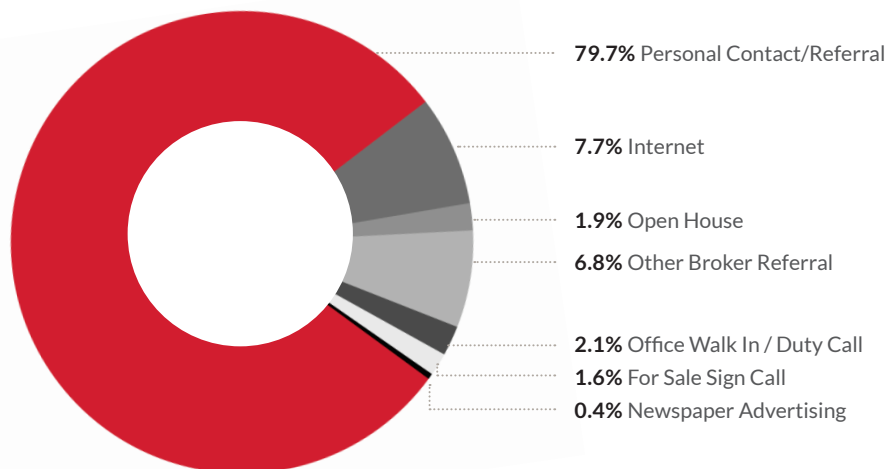
MARKET SHARE BY \$VOLUME

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

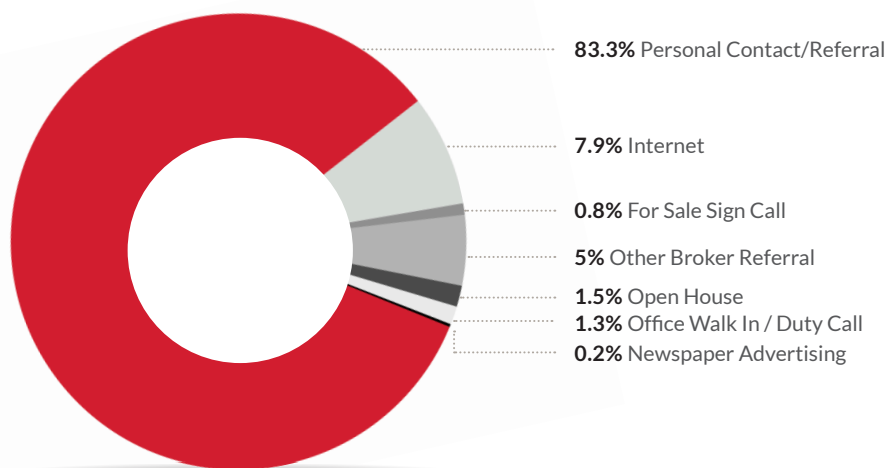


SOURCE OF BUSINESS

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