

CITY OF GUELPH REAL ESTATE MARKET REPORT

DECEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

BALANCED MARKET

WE ARE HEADING TOWARDS MORE BALANCED CONDITIONS HOWEVER PRICES ARE STILL INCREASING YEAR OVER YEAR.



YEAR-TO-DATE SALES VOLUME OF \$1,070,539,340

Down 11.25% from 2017's \$1,206,291,854. Unit sales of 2,107 are down 10.98% from 2017's 2,367, with 3,166 new listings down 2.04%, and a 66.55% sales/listings ratio down 6.69%.



DECEMBER SALES VOLUME OF \$43,168,649

Down 22.36% from 2017's \$55,602,159. Unit sales of 86 are down 25.22% from last December's 115, with 63 new listings down 28.41%, and a 136.51% sales/listing ratio up 5.83%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$508,610

Up from \$503,458 one year ago. Median sale price \$477,222 up from \$464,350 one year ago. Average days-on-market up 5.67 days to 26.75 compared to last year.



DECEMBER Numbers

MEDIAN SALE PRICE -1.3%

\$462,500

SALES VOLUME -22.36%

\$43,168,649

UNIT SALES -25.22%

86

NEW LISTINGS -28.41%

63

EXPIRED LISTINGS +14.29%

32

UNIT SALES/LISTINGS RATIO +5.83%

136.51%

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



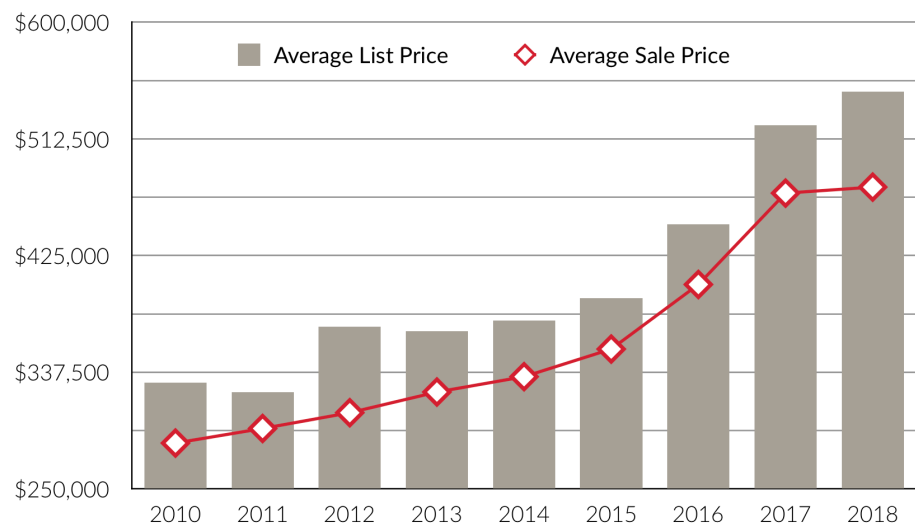
Table 1:
City of Guelph MLS Sales and Listing Summary
2016 vs. 2017 vs. 2018
Year

Year-Over-Year	2016	2017	2018	2017-2018
Year-To-Date (YTD) Sales Volume	\$1,070,843,054	\$1,206,291,854	\$1,070,539,340	-11.25%
YTD Unit Sales	2,529	2,367	2,107	-10.98%
YTD New Listings	2,905	3,232	3,166	-2.04%
YTD Sales/Listings Ratio	87.06%	73.24%	66.55%	-6.69%
YTD Expired Listings	206	258	291	+12.79
December Sales Volume	\$53,717,788	\$55,602,159	\$43,168,649	-22.36%
December Unit Sales	123	115	86	-25.22%
December New Listings	86	88	63	-28.41
December Sales/Listings Ratio	143.02%	130.68%	136.51%	+5.83%
December Expired Listings	19	28	32	+14.29%
YTD Sales: \$0-\$199K	98	37	14	-62.16%
YTD Sales: \$200K-\$349K	767	379	335	-11.61%
YTD Sales: \$350K-\$549K	1,240	1,489	1,103	-25.92%
YTD Sales: \$550K-\$749K	336	549	488	-11.11%
YTD Sales: \$750K-\$999K	62	168	130	-22.62%
YTD Sales: \$1M+	26	55	41	-25.5%
YTD Average Days-On-Market	23.17	21.08	26.75	+5.67
YTD Average Sale Price	\$425,148.17	\$503,458.08	\$508,610.92	+1.02%
YTD Median Sale Price	\$397,750	\$464,350	\$477,222	+2.77%

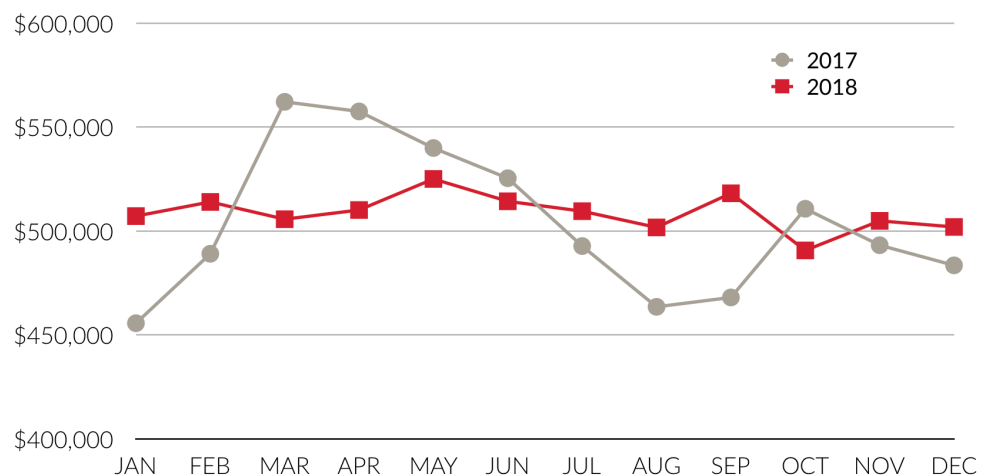
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



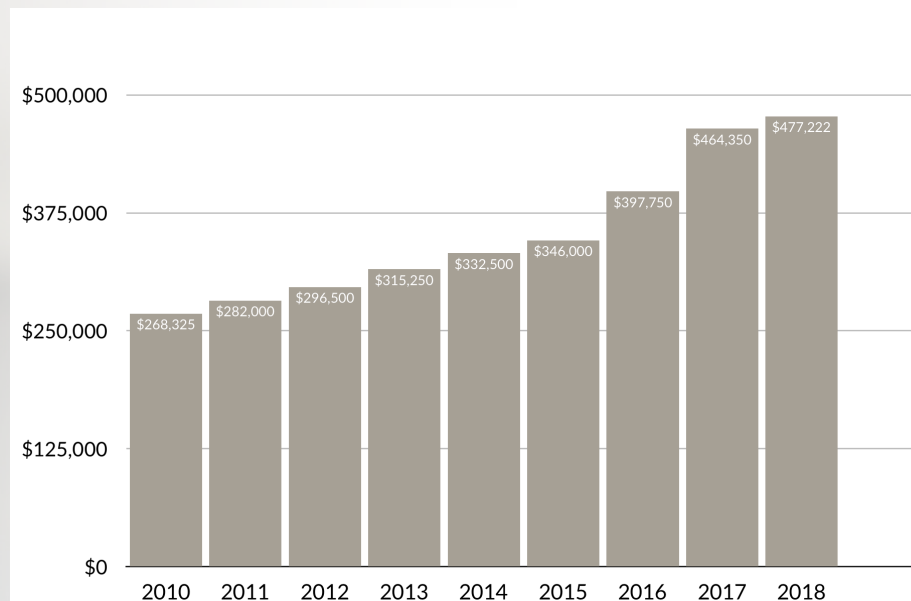
MONTH OVER MONTH 2017 VS. 2018



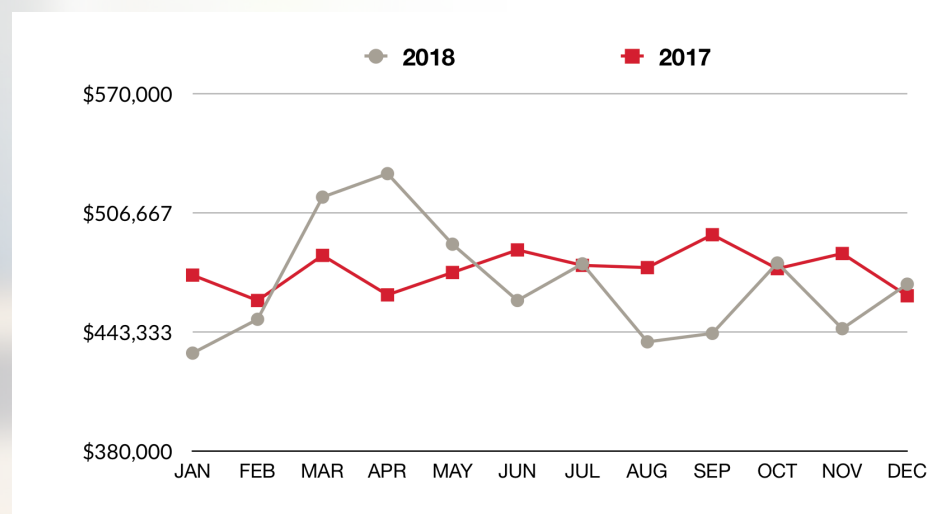
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

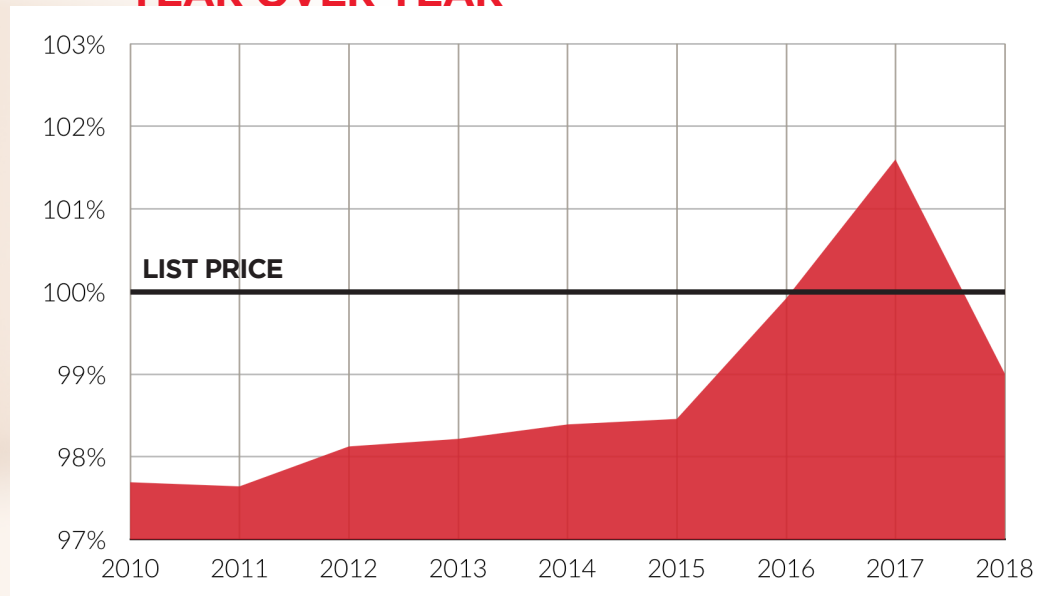


* Median sale price is based on residential sales (including freehold and condominiums).

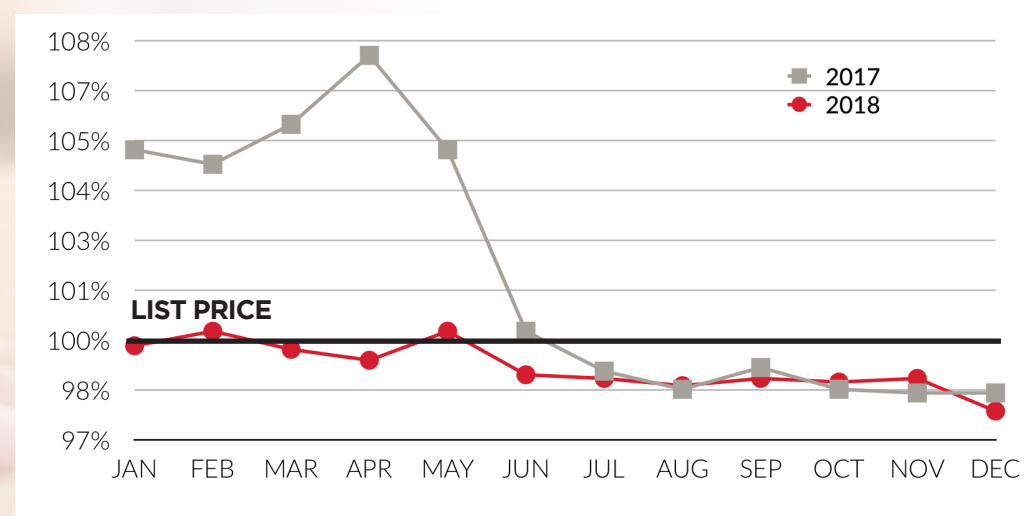
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



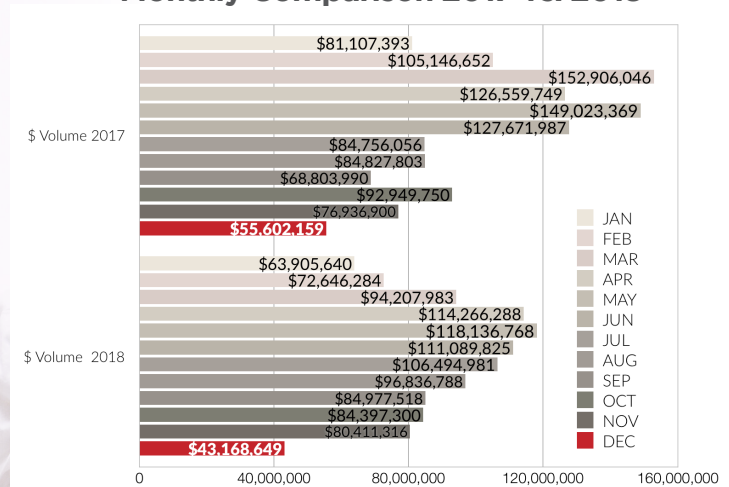
MONTH OVER MONTH 2017 VS. 2018



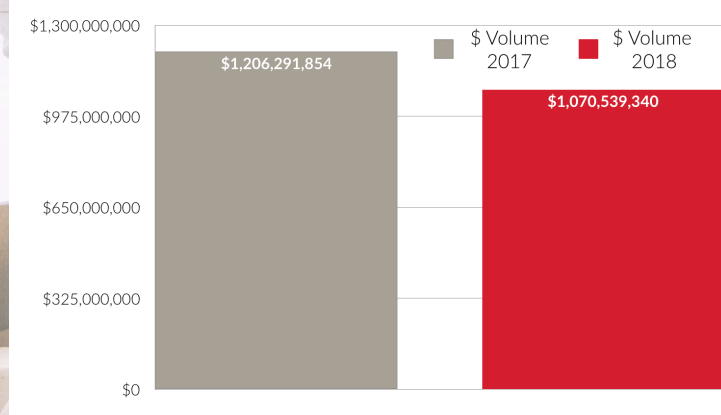
\$ VOLUME SALES

CITY OF GUELPH

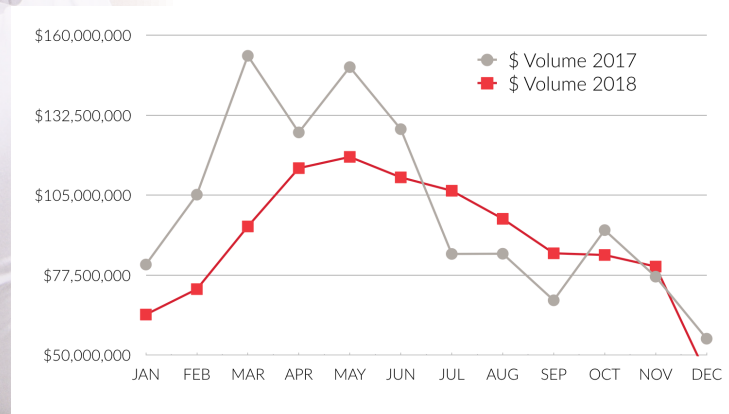
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

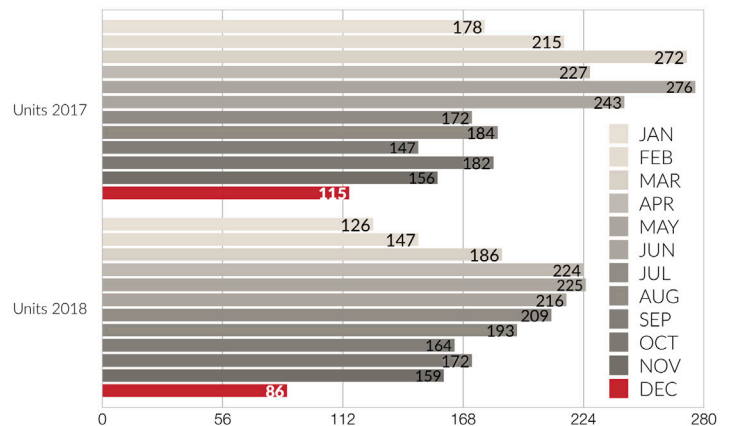




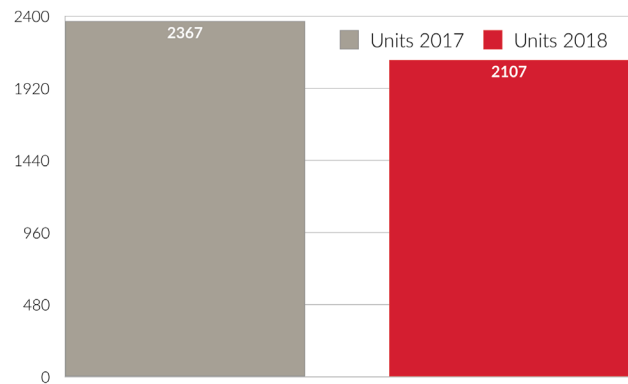
UNIT SALES

CITY OF GUELPH

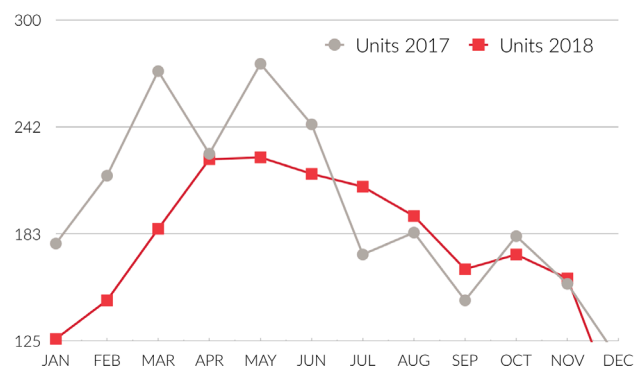
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

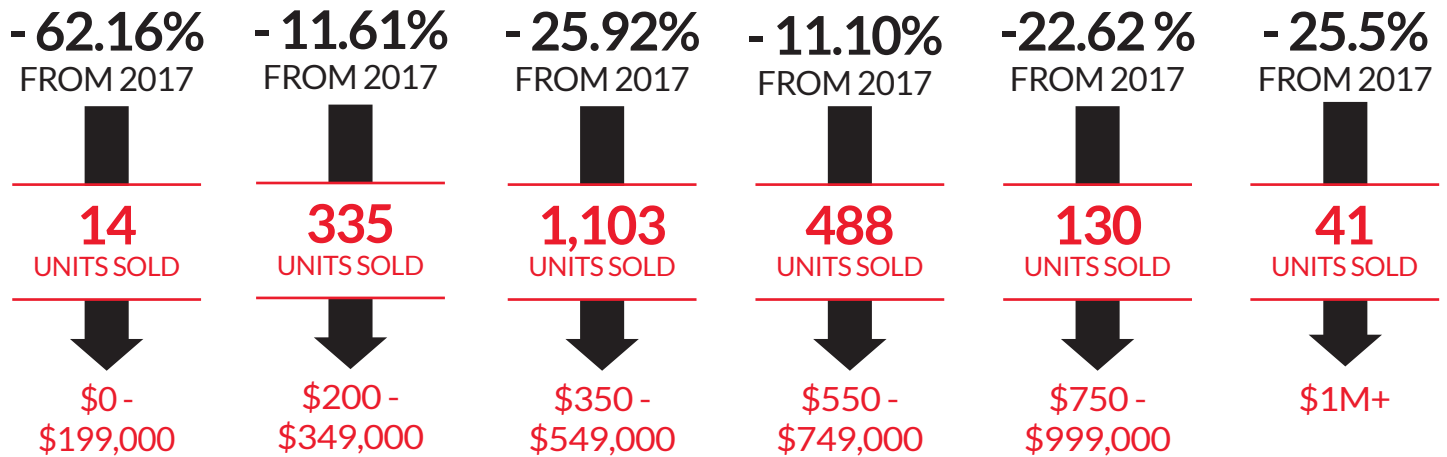


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



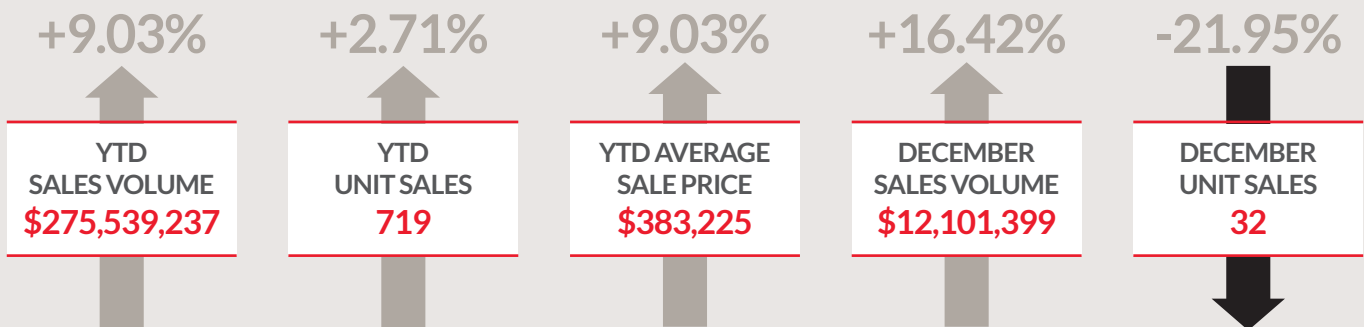
SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

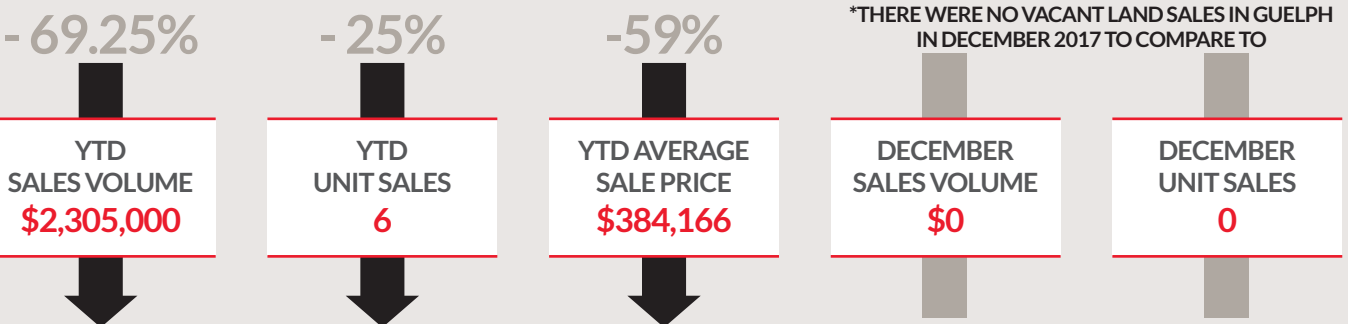
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

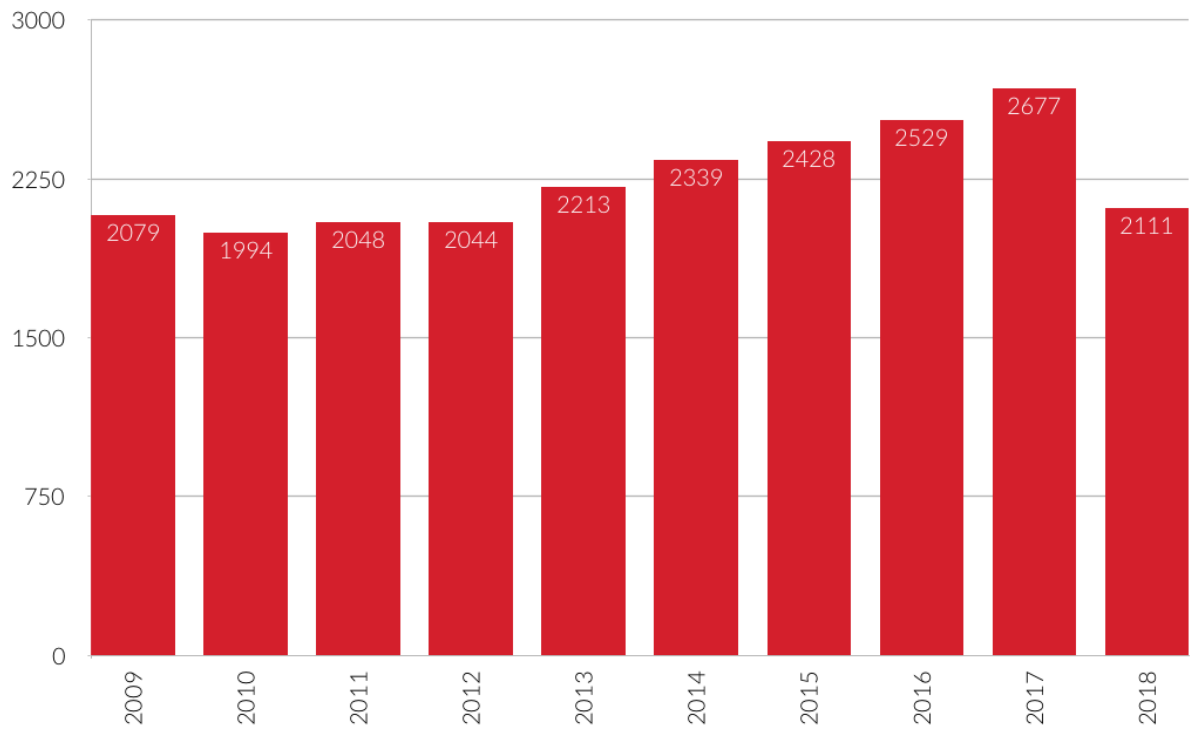


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

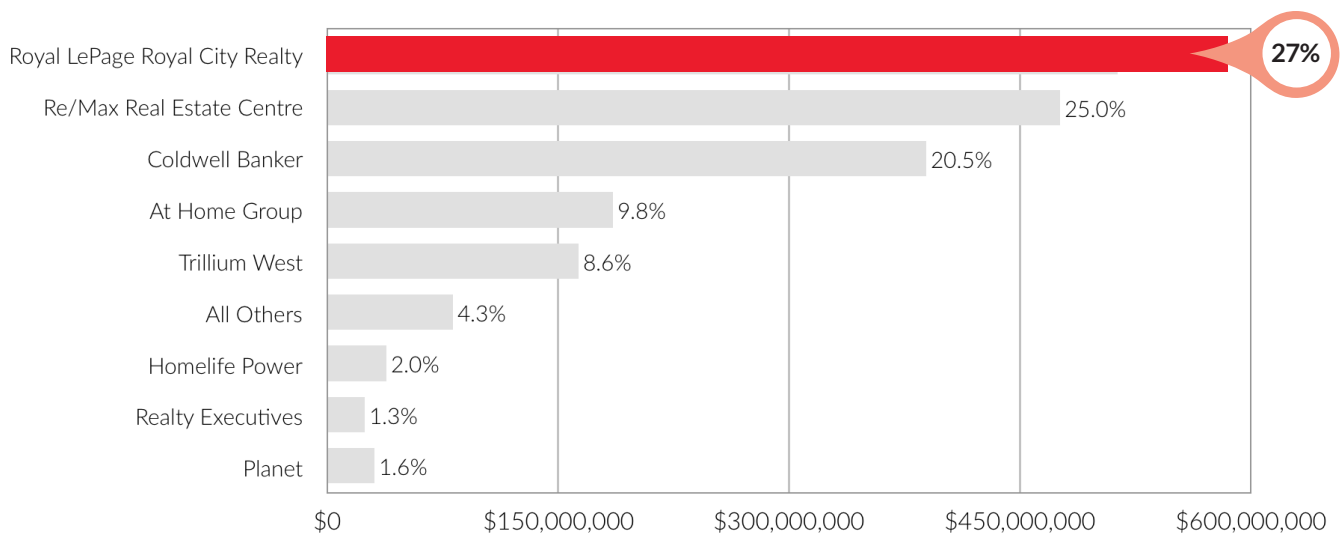


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

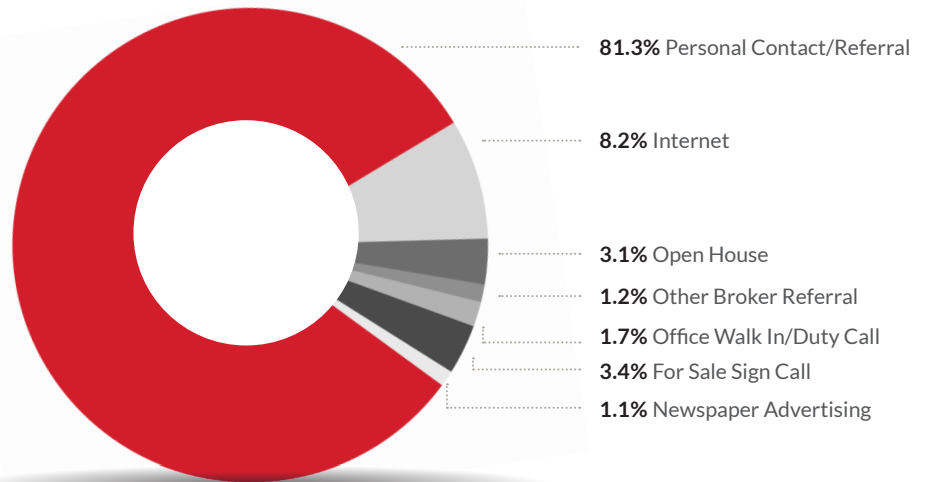
MARKET SHARE BY \$VOLUME

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

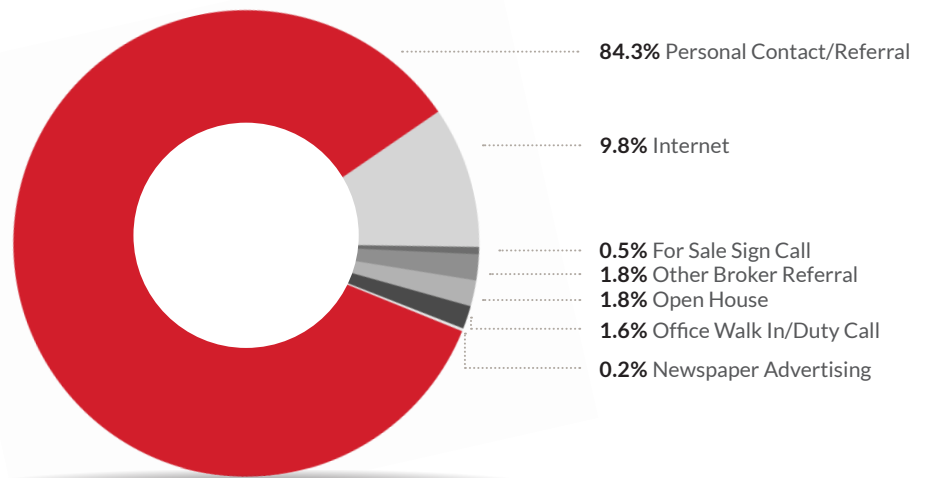


SOURCE OF BUSINESS

SOURCE OF BUYERS 2018 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2018 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