

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

DECEMBER 2018

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

IN SPIT OF A BALANCED MARKET, PRICES ARE UP X% FROM ONE YEAR AGO.



YEAR-TO-DATE SALES VOLUME OF \$109,093,538

Down 2.47% from 2017's \$111,860,800. Unit sales of 142 are down 7.19% from 2017's 153, with 305 new listings up 10.91%, and a 46.56% sales/listings ratio down 9.08%.



DECEMBER SALES VOLUME OF \$3,065,000

Down 50.98% from 2017's \$6,252,455. Unit sales of 4 are down 55.56% from last December's 9, with 7 new listings up 16.67%, and a 57.14% sales/listings ratio down 92.86%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$763,836

Up from \$732,288 one year ago. Median sale price \$705,000 up from \$664,025 one year ago. Average days-on-market up 11.75 days to 47.17 compared to last year.



DECEMBER Numbers

MEDIAN SALE PRICE +15.56%

\$780,000

SALES VOLUME -50.98%

\$3,065,000

UNIT SALES -55.56%

4

NEW LISTINGS +16.67%

7

EXPIRED LISTINGS -75%

4

UNIT SALES/LISTINGS RATIO -92.86%

57.14%

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

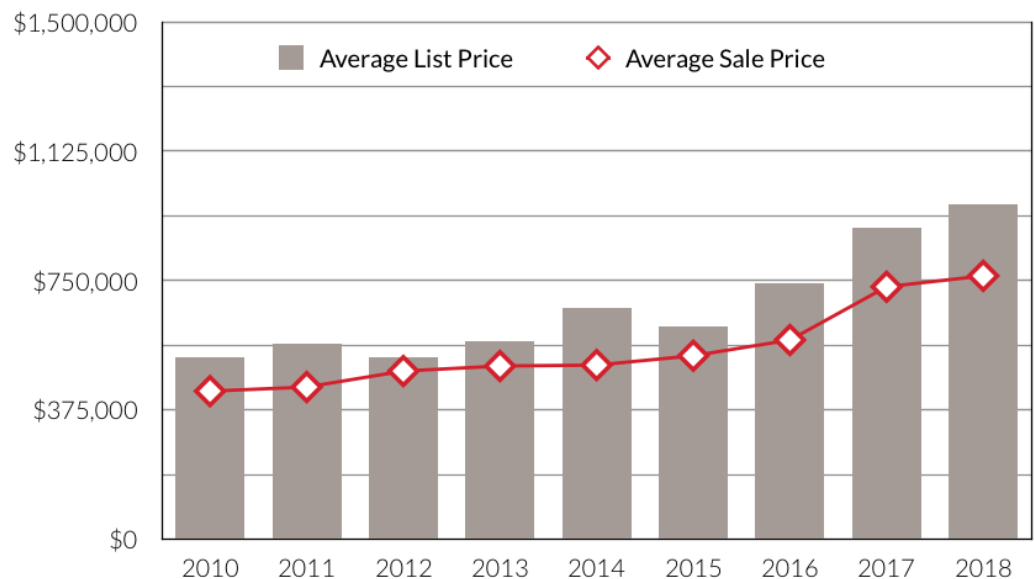
Year-Over-Year	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$108,356,861	\$111,860,800	\$109,093,538	-2.47%
YTD Unit Sales	177	153	142	-7.19%
YTD New Listings	238	275	305	+10.91%
YTD Sales/Listings Ratio	74.37%	55.64%	46.56%	-9.08%
YTD Expired Listings	53	53	48	-9.43%
December Volume Sales	\$3,900,000	\$6,252,455	\$3,065,000	-50.98%
December Unit Sales	7	9	4	-55.56%
December New Listings	3	6	7	+16.67%
December Sales/Listings Ratio	233.33%	150.00%	57.14%	-92.86%
December Expired Listings	5	16	4	-75%
YTD Sales: Under \$0-\$199K	1	1	0	-100%
YTD Sales: Under \$200K-\$349K	18	5	5	No Change
YTD Sales: Under \$350K-\$549K	54	29	21	-27.59%
YTD Sales: Under \$550K-\$749K	69	53	59	+11.32%
YTD Sales: Under \$750K-\$999K	29	43	45	+4.65%
YTD Sales: \$1M+	6	22	12	-45.45%
YTD Average Days-On-Market	39.50	35.42	47.17	+11.75
YTD Average Sale Price	\$577,892.50	\$732,288.17	\$763,836.00	+4.31%
YTD Median Sale Price	\$582,750	\$664,025	\$705,000	+6.17%

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

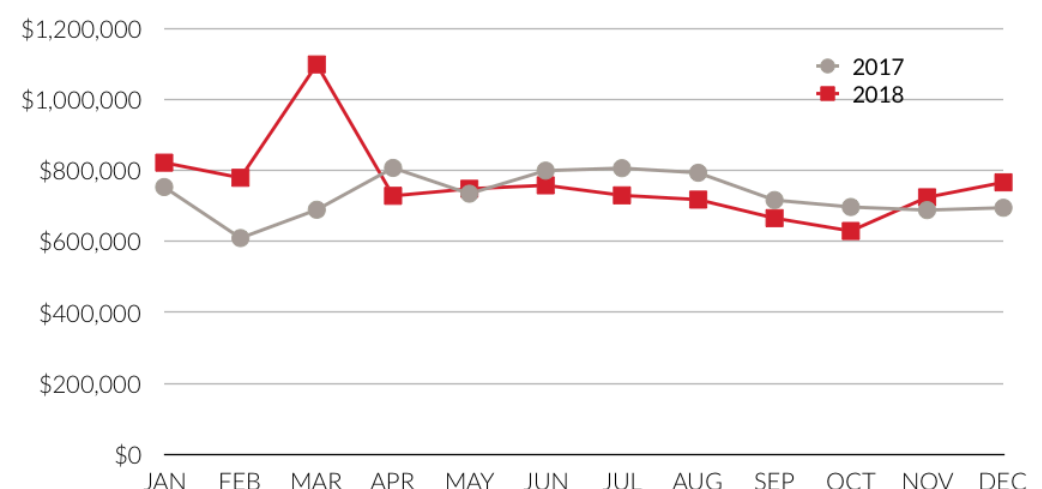
AVERAGE SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



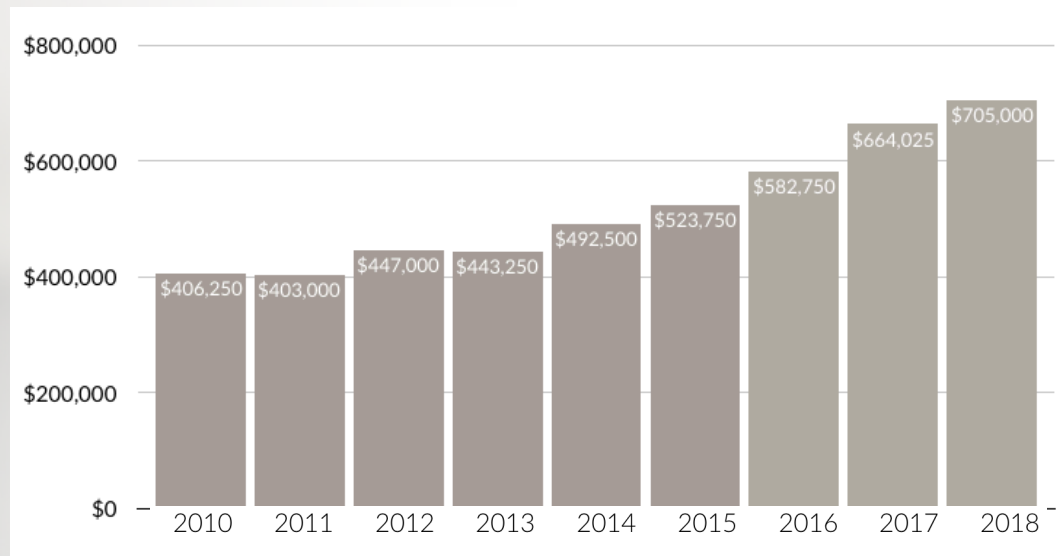
MONTH OVER MONTH 2017 VS. 2018



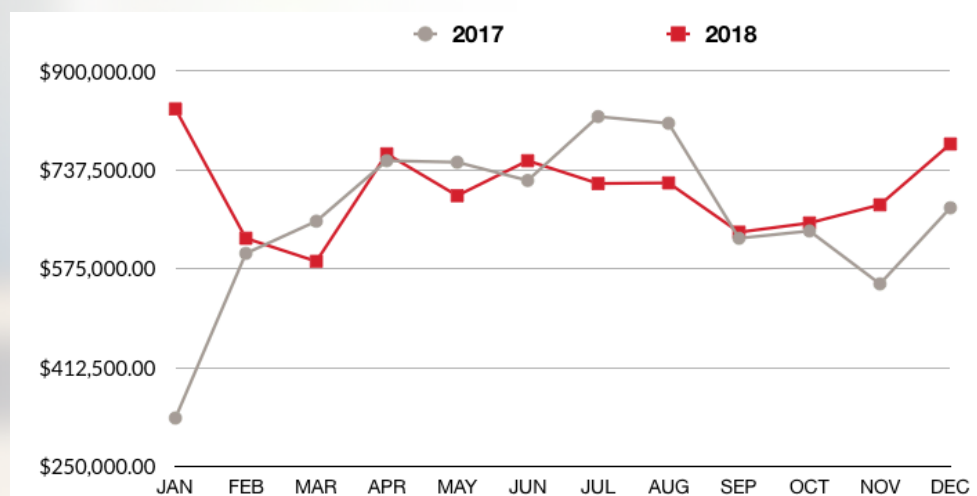
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2017 VS. 2018

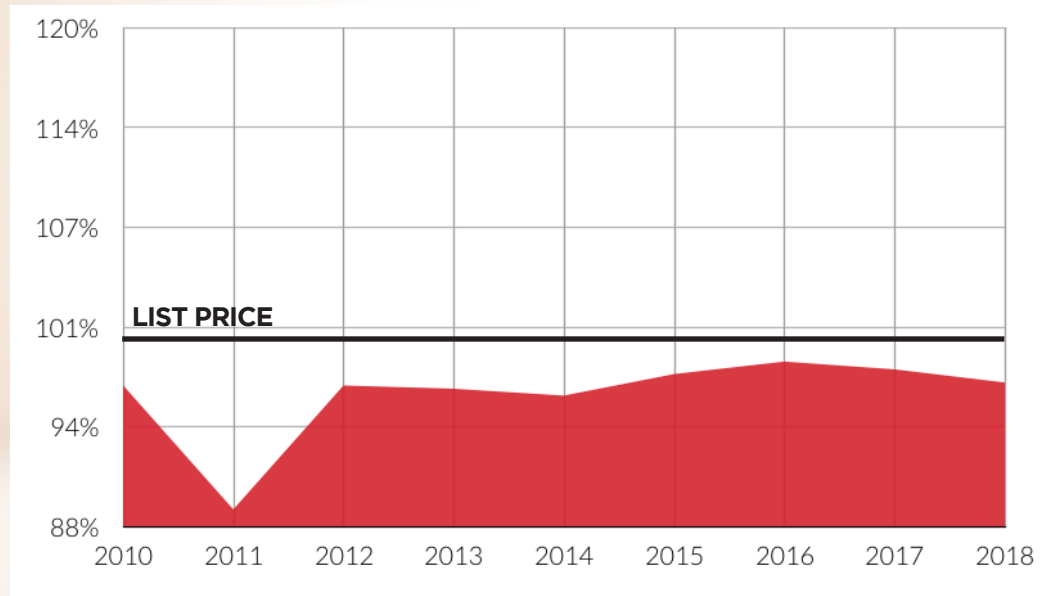


* Median sale price is based on residential sales (including freehold and condominiums).

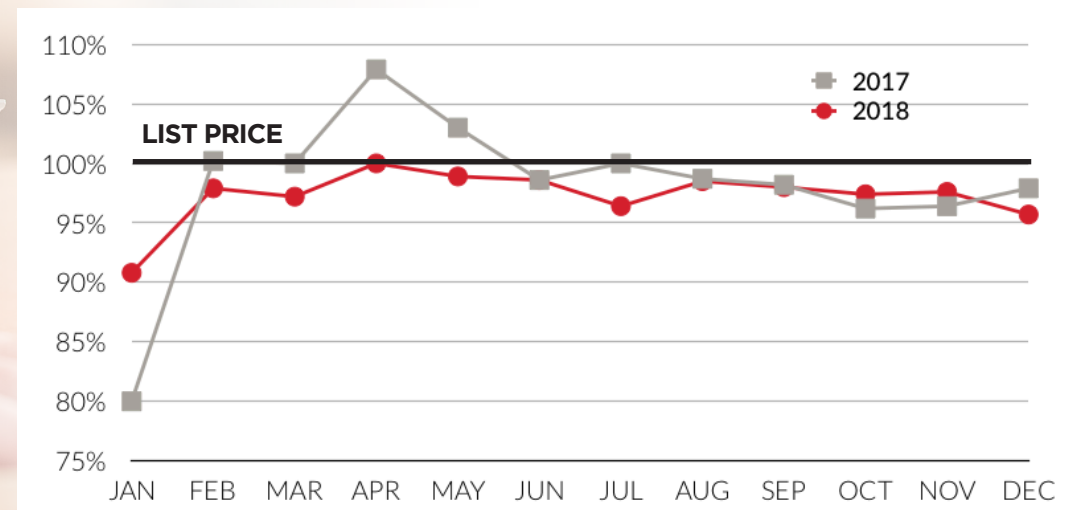
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



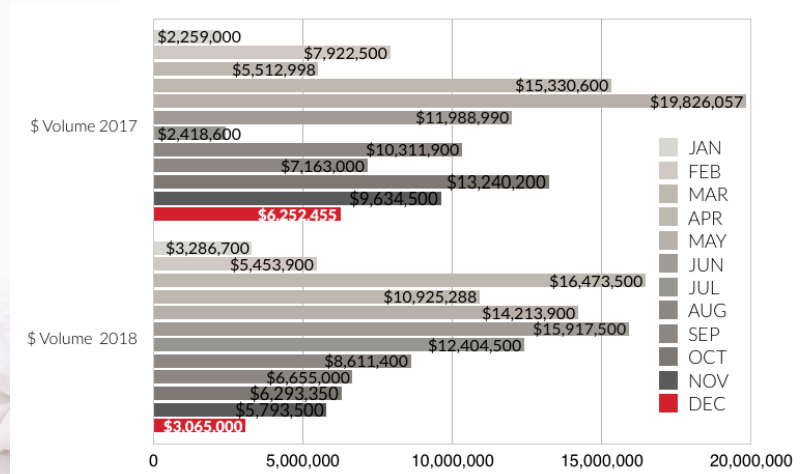
MONTH OVER MONTH 2017 VS. 2018



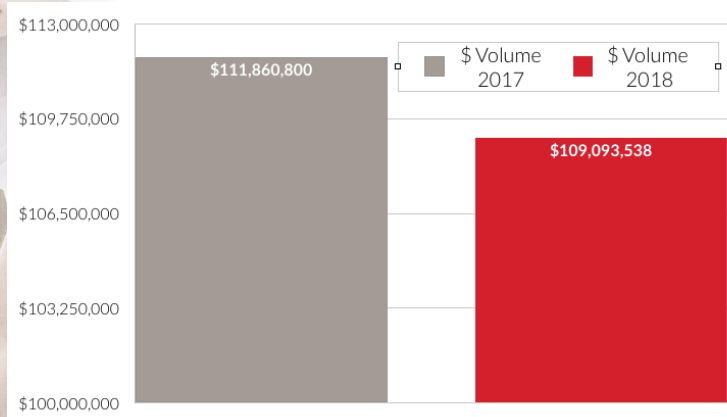
\$ VOLUME SALES

GUELPH ERAMOSA

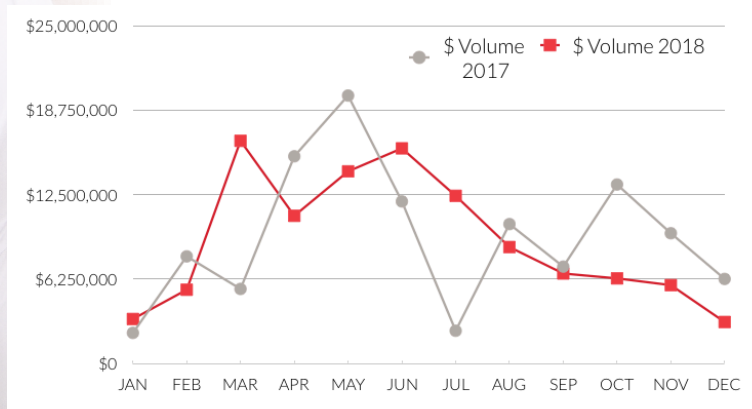
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018



Month vs. Month 2017 vs. 2018

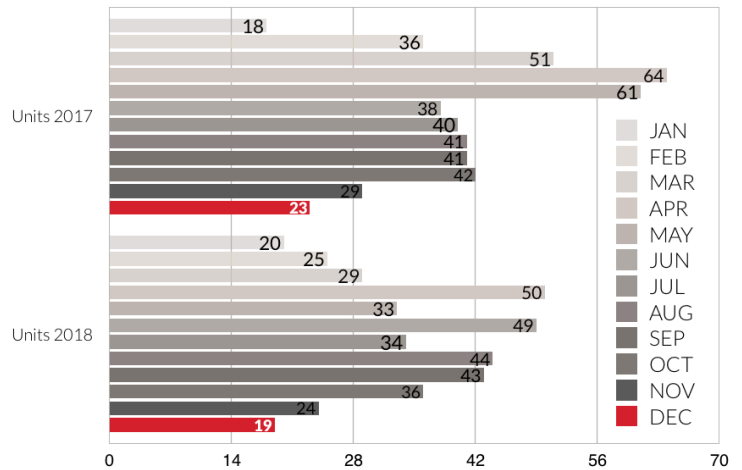




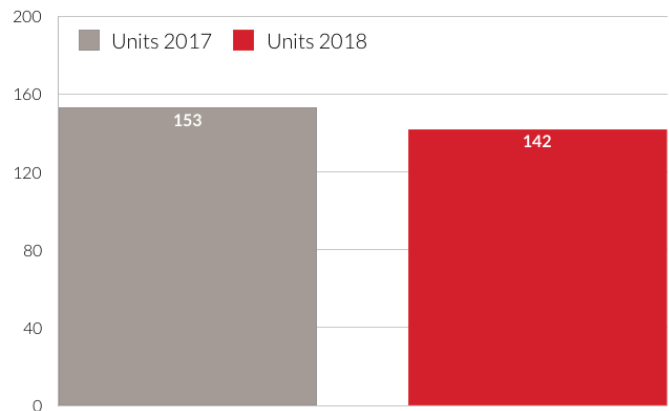
UNIT SALES

GUELPH ERAMOS

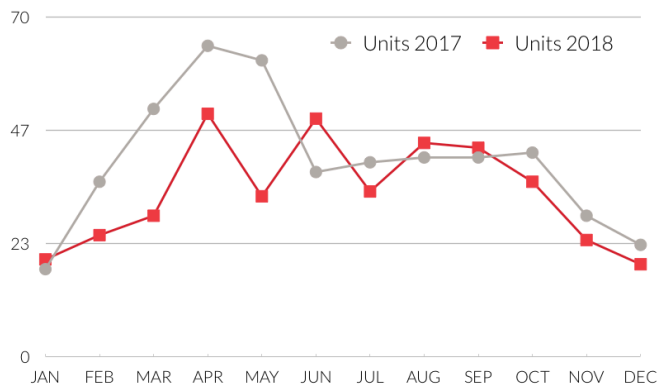
Monthly Comparison 2017 vs. 2018



Yearly Totals 2017 vs. 2018

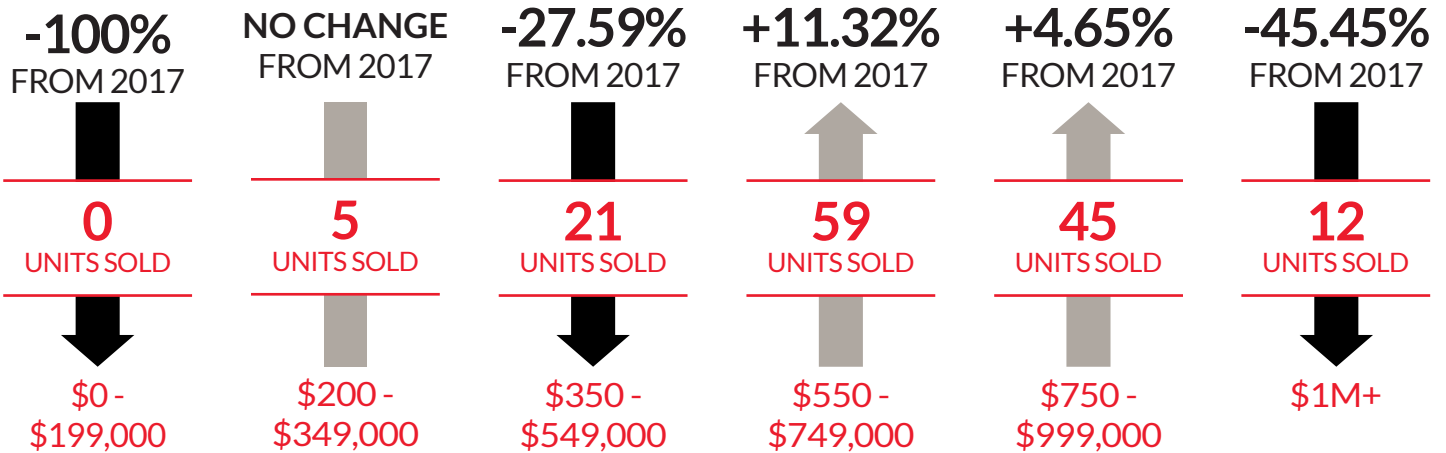


Month vs. Month 2017 vs. 2018



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

-8.37%

YTD
SALES VOLUME
\$87,228,138

-11.68%

YTD
UNIT SALES
121

+3.74%

YTD AVERAGE
SALE PRICE
\$720,894

-50.98%

DECEMBER
SALES VOLUME
\$3,065,000

-55.56%

DECEMBER
UNIT SALES
4

CONDOMINIUM HOME SALES

+351.05%

YTD
SALES VOLUME
\$7,261,400

+225%

YTD
UNIT SALES
13

+38.78%

YTD AVERAGE
SALE PRICE
\$558,569

*THERE WERE NO CONDOMINIUM SALES IN GUELPH-ERAMOSA IN DECEMBER 2017 TO COMPARE TO

DECEMBER
SALES VOLUME
\$0

DECEMBER
UNIT SALES
0

VACANT LAND SALES

+5.47%

YTD
SALES VOLUME
\$2,314,000

-33.33%

YTD
UNIT SALES
4

+58.20%

YTD AVERAGE
SALE PRICE
\$578,500

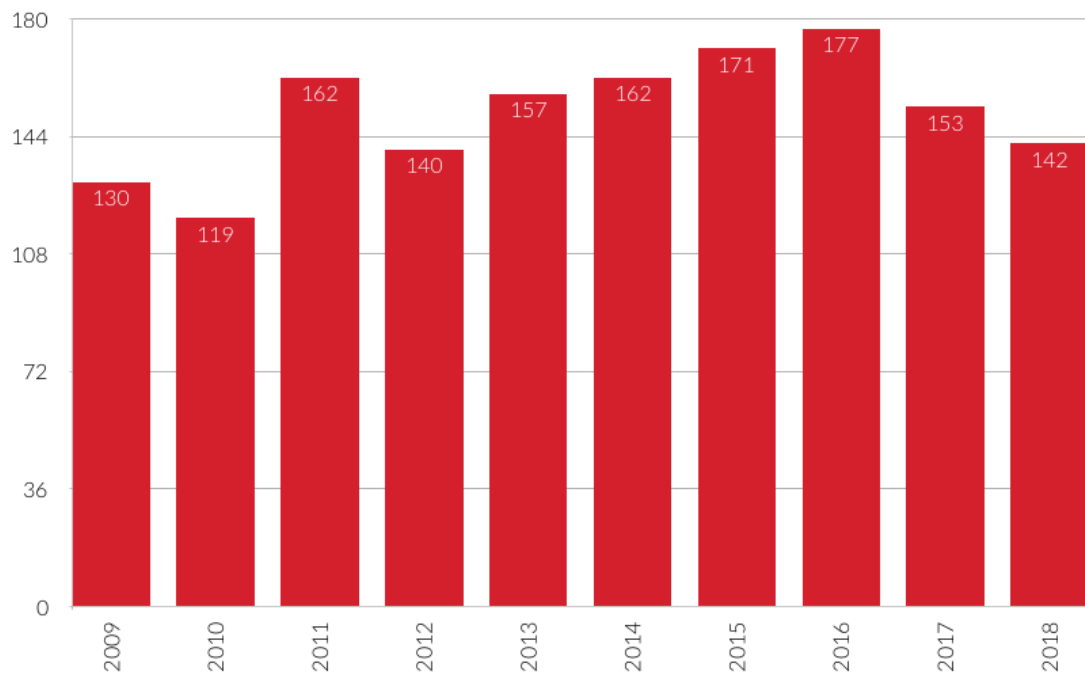
*THERE WERE NO VACANT LAND SALES IN GUELPH-ERAMOSA IN DECEMBER 2017 TO COMPARE TO

DECEMBER
SALES VOLUME
\$0

DECEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

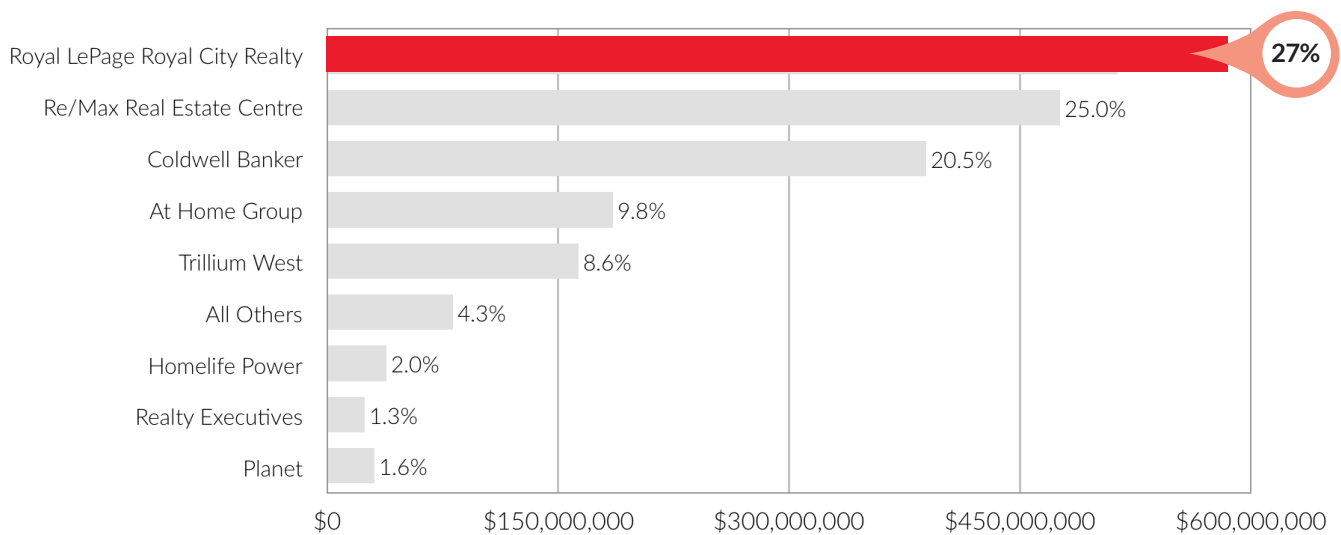


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

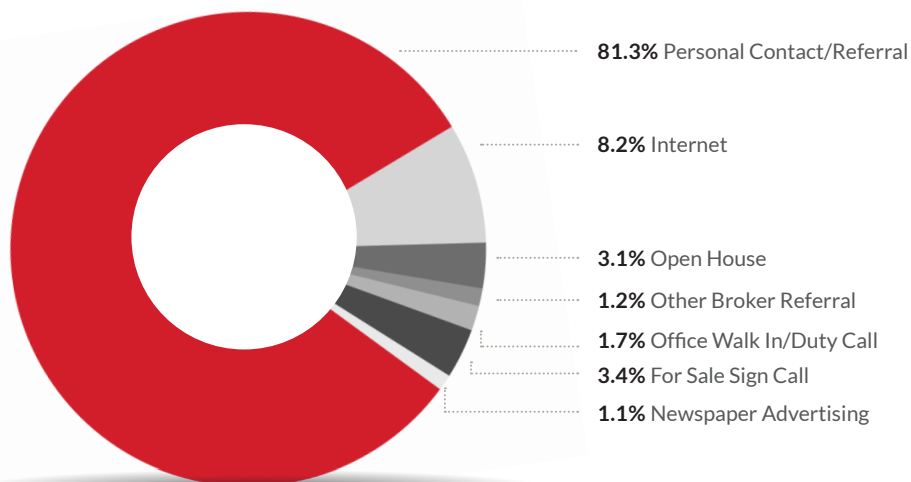
MARKET SHARE BY \$VOLUME

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

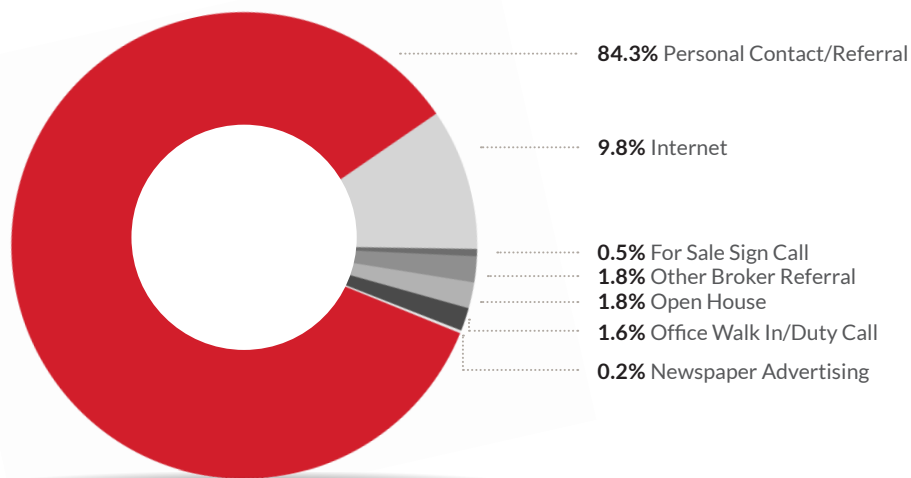


SOURCE OF BUSINESS

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