

CITY OF GUELPH REAL ESTATE MARKET REPORT

JANUARY 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

BALANCED MARKET

CITY OF GUELPH IS STARTING THE NEW YEAR WITH A HEALTHY BALANCED MARKET WITH AVERAGE DAYS ON MARKET AROUND ONE MONTH AND A FAIRLY EVEN LIST TO SALE PRICE RATIO.



SALES VOLUME OF \$62,929,196

Down 1.53% from 2018's \$63,905,640. Unit sales of 127 are up 0.79% from 2018's 126, with 273 new listings up 16.17%, and a 46.52% sales/listings ratio down 7.1%.



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AVERAGE SALE PRICE OF \$495,505

Down from \$507,188 one year ago. Median sale price \$480,000 up from \$473,500 one year ago. Average days-on-market up 6 days to 31 compared to last year.



JANUARY Numbers

MEDIAN SALE PRICE +1.37%

\$480,000

SALES VOLUME -1.53%

\$62,929,169

UNIT SALES +0.79%

127

NEW LISTINGS +16.17%

273

EXPIRED LISTINGS -12%

22

UNIT SALES/LISTINGS RATIO -7.1%

46.52%

* Year over year comparison
(January 2018 to January 2019)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (January - January 2019)

*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



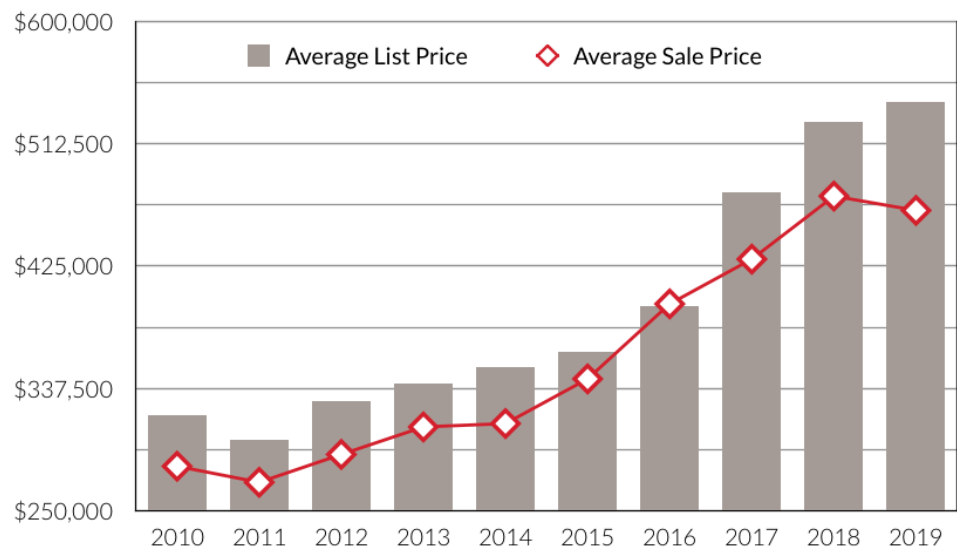
Table 1:
City of Guelph MLS Sales and Listing Summary
 2017 vs. 2018 vs. 2019
 Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$81,107,393	\$63,905,640	\$62,929,196	-1.53%
YTD Unit Sales	178	126	127	+0.79%
YTD New Listings	245	235	273	+16.17%
YTD Sales/Listings Ratio	72.65%	53.62%	46.52%	-7.1%
YTD Expired Listings	15	25	22	-14%
January Sales Volume	\$81,107,393	\$63,905,640	\$62,929,196	-1.53%
January Unit Sales	178	126	127	+0.79%
January New Listings	245	235	273	+16.17%
January Sales/Listings Ratio	72.65%	53.62%	46.52%	-7.1%
January Expired Listings	15	25	22	-14%
YTD Sales: \$0-\$199K	5	0	0	No Change
YTD Sales: \$200K-\$349K	40	24	17	-29.17%
YTD Sales: \$350K-\$549K	123	74	71	-4.05%
YTD Sales: \$550K-\$749K	32	23	32	+39.13%
YTD Sales: \$750K-\$999K	9	3	7	+133.33%
YTD Sales: \$1M+	1	2	0	-100%
YTD Average Days-On-Market	17	25	31	+6
YTD Average Sale Price	\$426,689	\$449,460	\$505,882	+12.55
YTD Median Sale Price	\$420,000	\$422,500	\$495,000	+17.16%

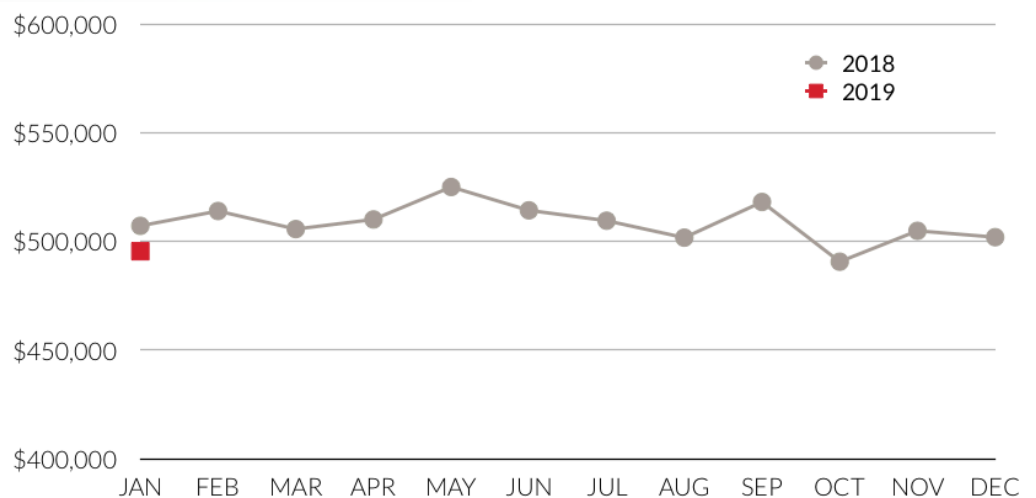
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



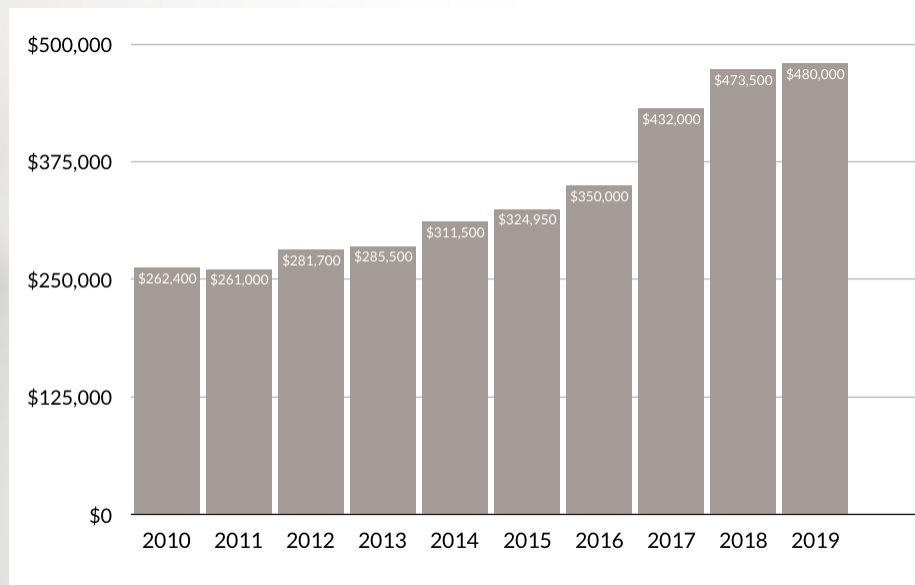
MONTH OVER MONTH 2018 VS. 2019



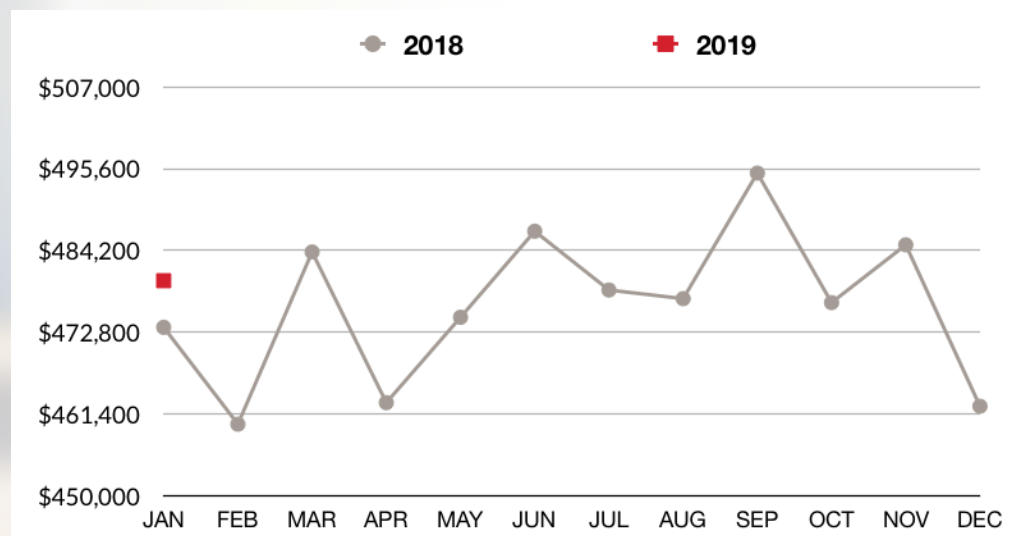
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

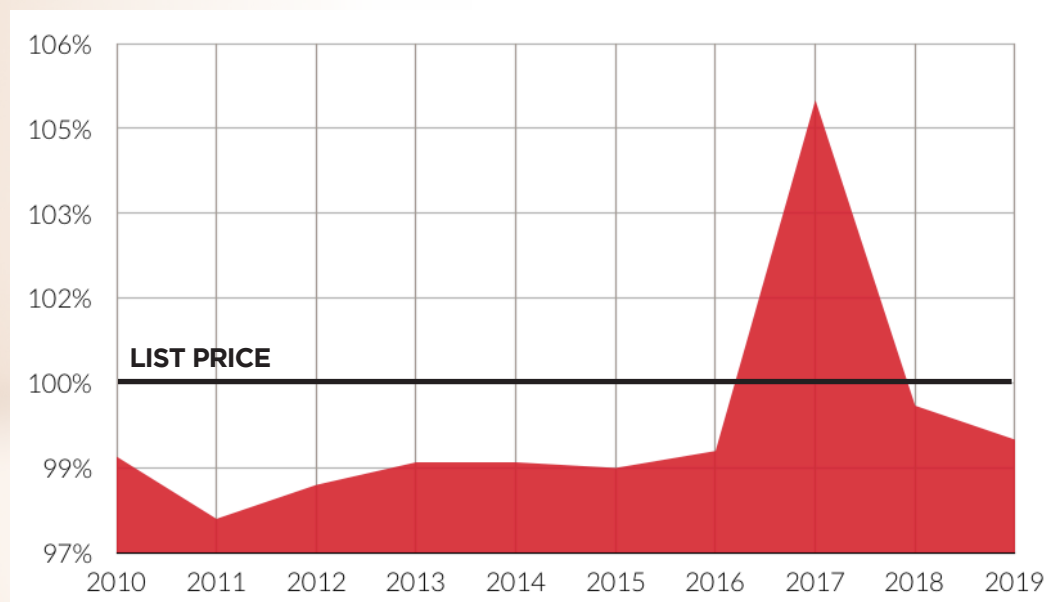


* Median sale price is based on residential sales (including freehold and condominiums).

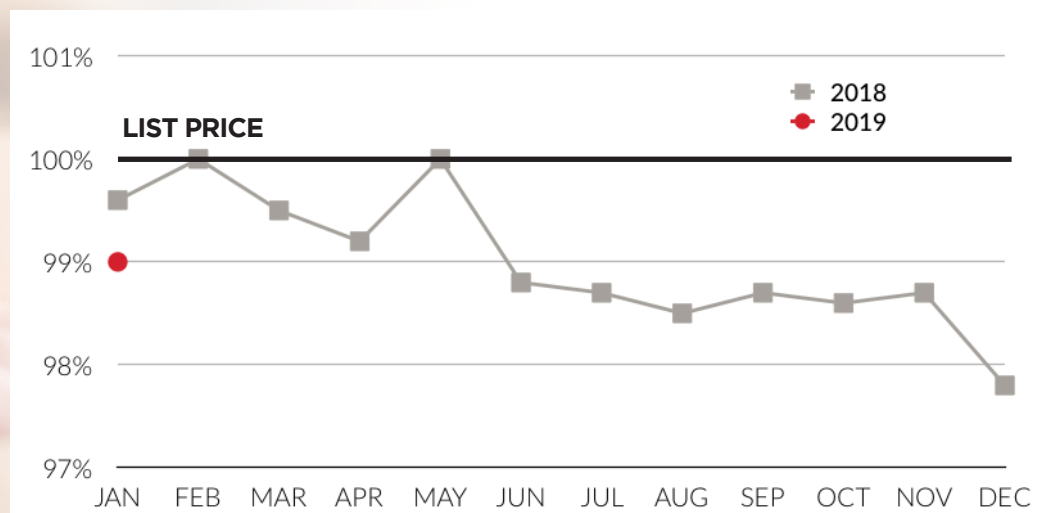
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019



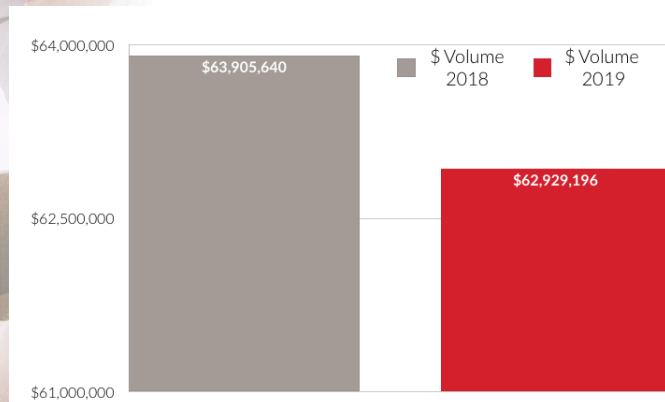
\$ VOLUME SALES

CITY OF GUELPH

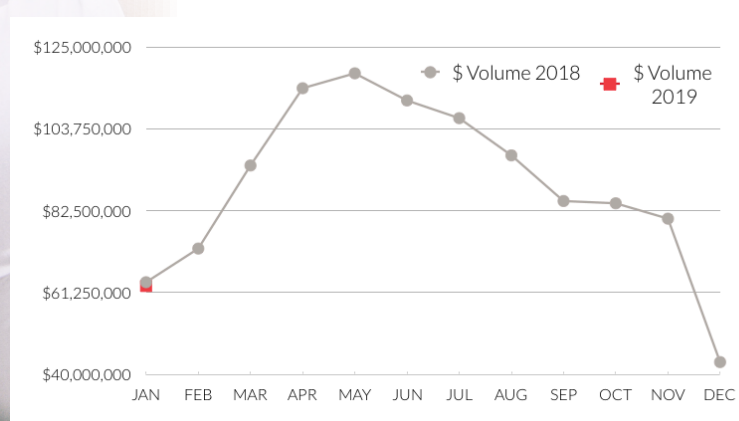
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

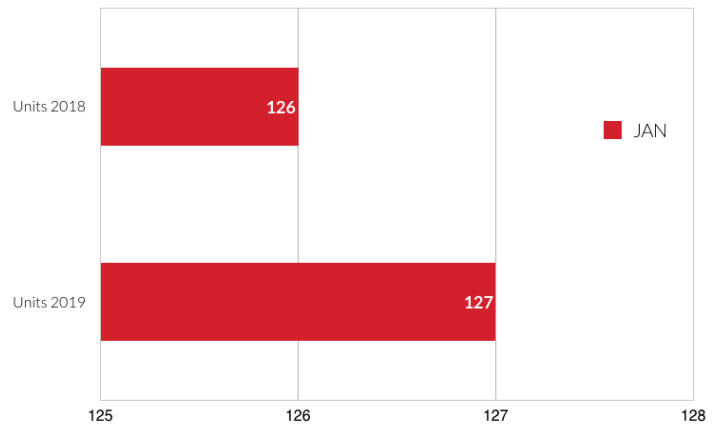




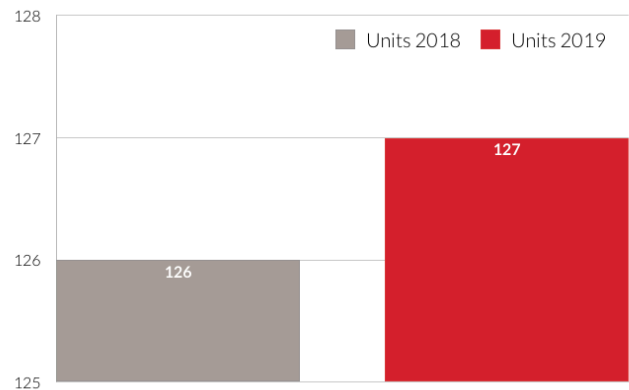
UNIT SALES

CITY OF GUELPH

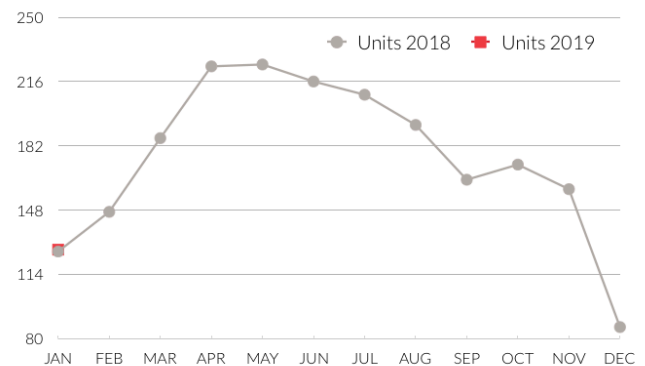
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

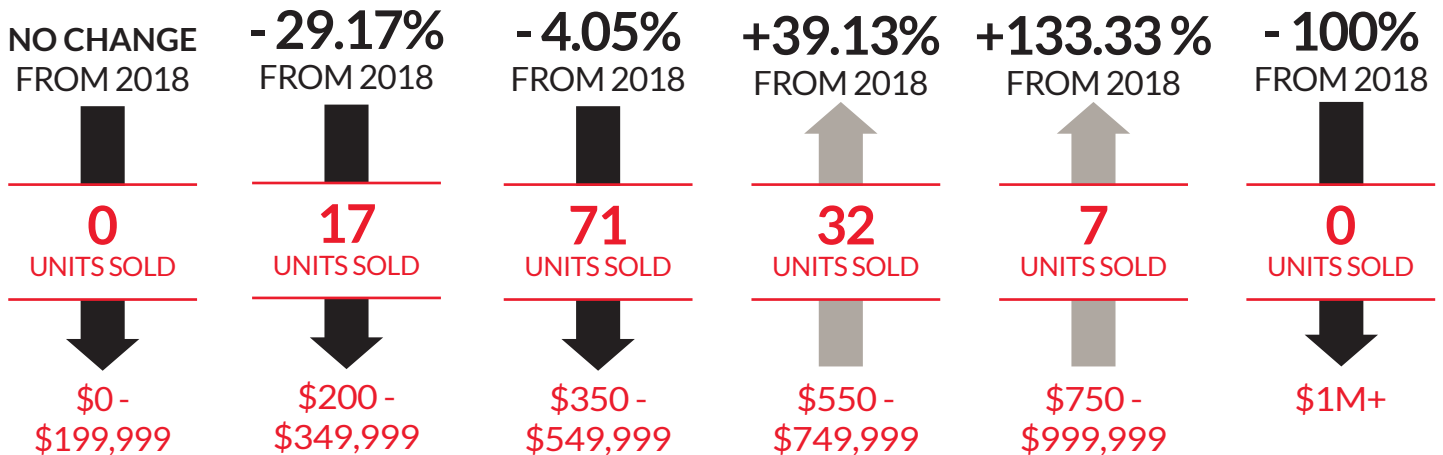


Month vs. Month 2018 vs. 2019



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



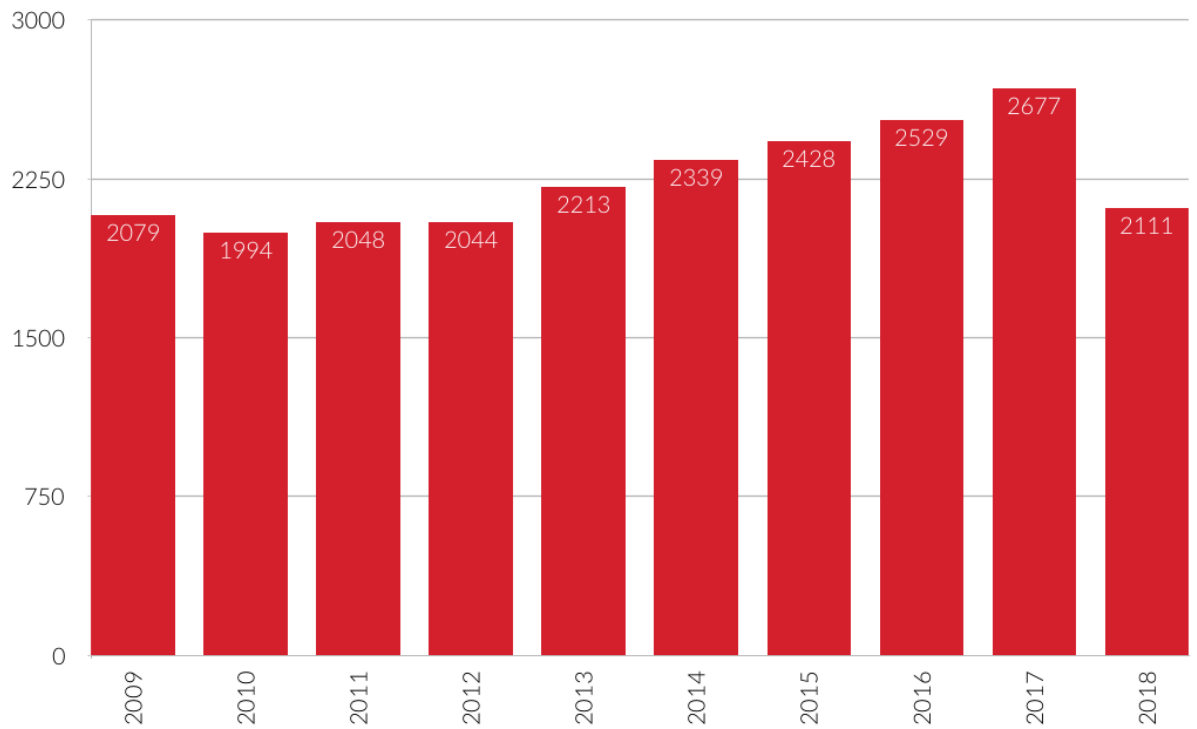
VACANT LAND SALES

*THERE WERE NO VACANT LAND SALES IN GUELPH IN JANUARY 2018 TO COMPARE TO



10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

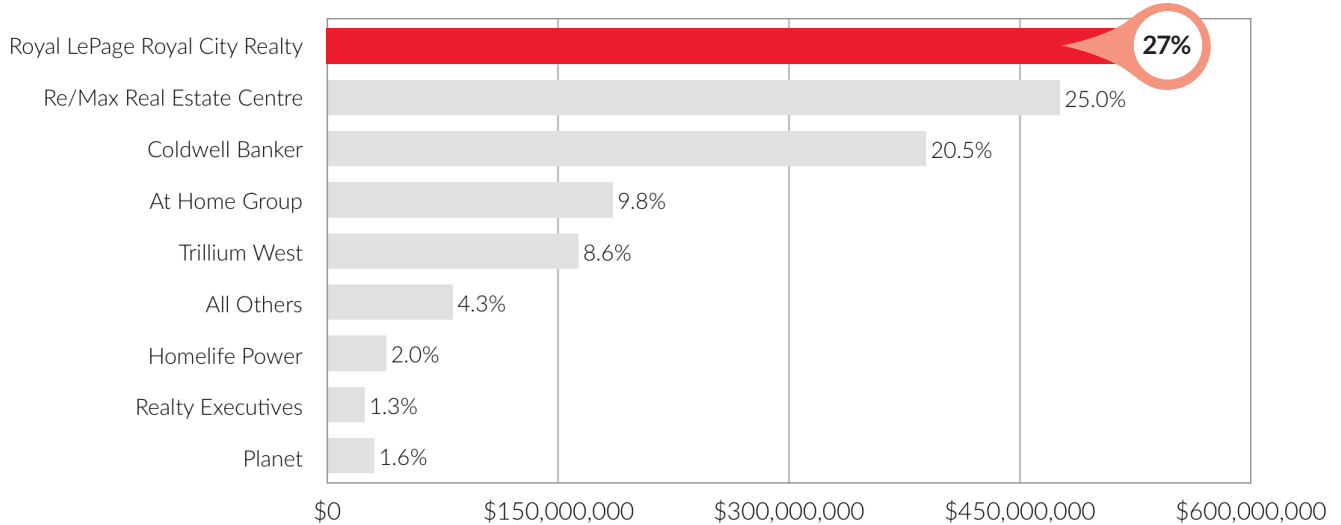


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

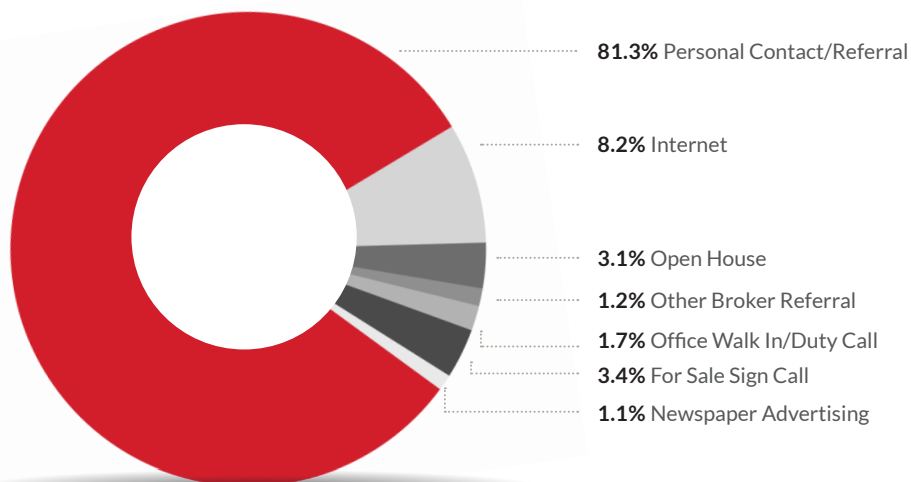
MARKET SHARE BY \$VOLUME

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

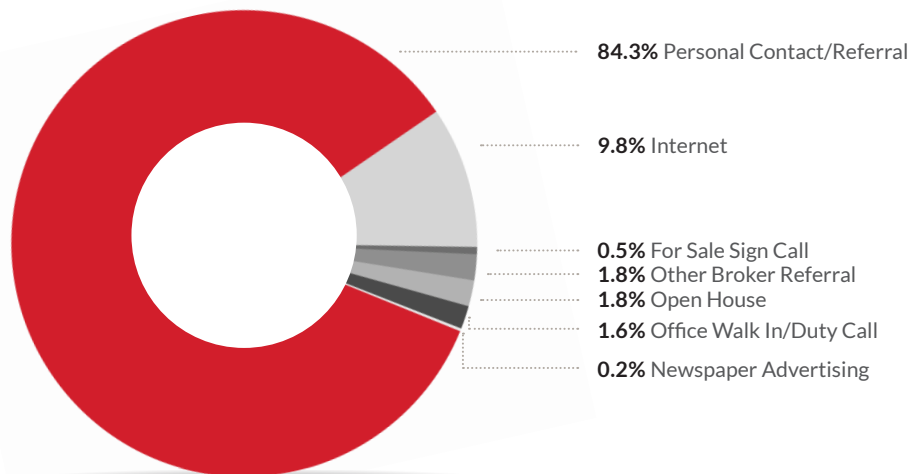


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 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