

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

JANUARY 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

GIVEN THE SMALL SAMPLE SIZE, GUELPH/ERAMOSA IS STARTING THE YEAR OFF IN A BALANCED MARKET HOWEVER, AVERAGE DAYS ON MARKET HAS REACHED OVER 2 MONTHS.



SALES VOLUME OF \$8,840,500

Up 168.98% from 2018's \$3,286,700. Unit sales of 10 are up 150% from 2018's 4, with 20 new listings up 11.11%, and a 50% sales/listings ratio up 27.78%.



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Up 168.98% from 2018's \$3,286,700. Unit sales of 10 are up 150% from last January's 4, with 20 new listings up 11.11%, and a 50% sales/listings ratio up 27.78%.



AVERAGE SALE PRICE OF \$884,050

Up from \$821,675 one year ago. Median sale price \$835,000 down from \$837,500 one year ago. Average days-on-market up 11 days to 69 compared to last year.



JANUARY Numbers

MEDIAN SALE PRICE -0.3%

\$835,000

SALES VOLUME +168.98%

\$8,840,500

UNIT SALES +150%

10

NEW LISTINGS +11.11%

20

EXPIRED LISTINGS +500%

6

UNIT SALES/LISTINGS RATIO +27.78%

50%

* 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:
Guelph-Eramosa MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

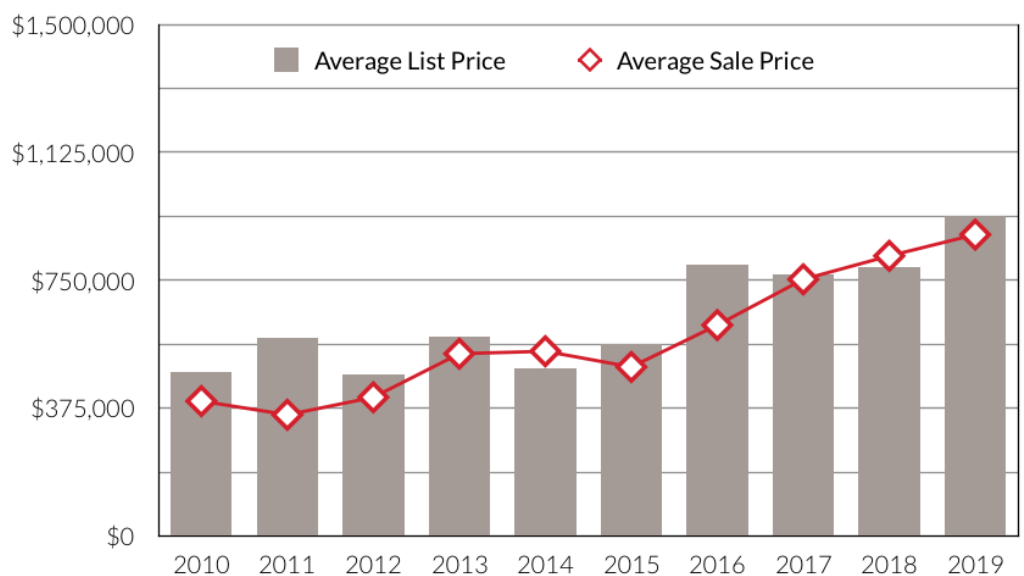
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$2,259,000	\$3,286,700	\$8,840,500	+168%
YTD Unit Sales	3	4	10	+150%
YTD New Listings	15	18	20	+11.11%
YTD Sales/Listings Ratio	20%	22.22%	50%	+27.78%
YTD Expired Listings	3	1	6	+500%
January Volume Sales	\$2,259,000	\$3,286,700	\$8,840,500	+168%
January Unit Sales	3	4	10	+150%
January New Listings	15	18	20	+11.11%
January Sales/Listings Ratio	20%	22.22%	50%	+27.78%
January Expired Listings	3	1	6	+500%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	1	0	0	No Change
YTD Sales: Under \$350K-\$549K	1	0	12	+1200%
YTD Sales: Under \$550K-\$749K	0	1	1	No Change
YTD Sales: Under \$750K-\$999K	0	3	10	+233.33%
YTD Sales: \$1M+	1	0	3	+300%
YTD Average Days-On-Market	131	58	69	+11
YTD Average Sale Price	\$753,000	\$821,675	\$884,050	+7.59%
YTD Median Sale Price	\$329,500	\$837,500	\$835,000	-0.3%

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

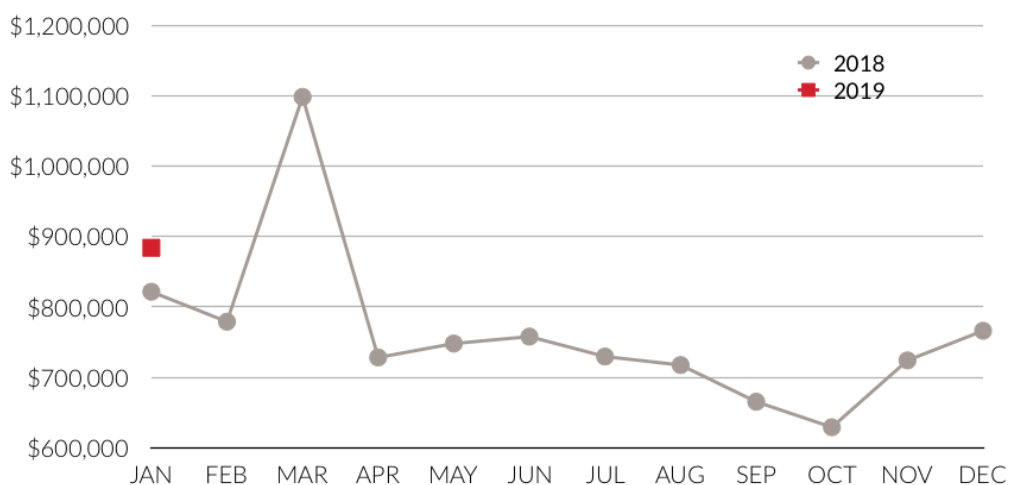
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



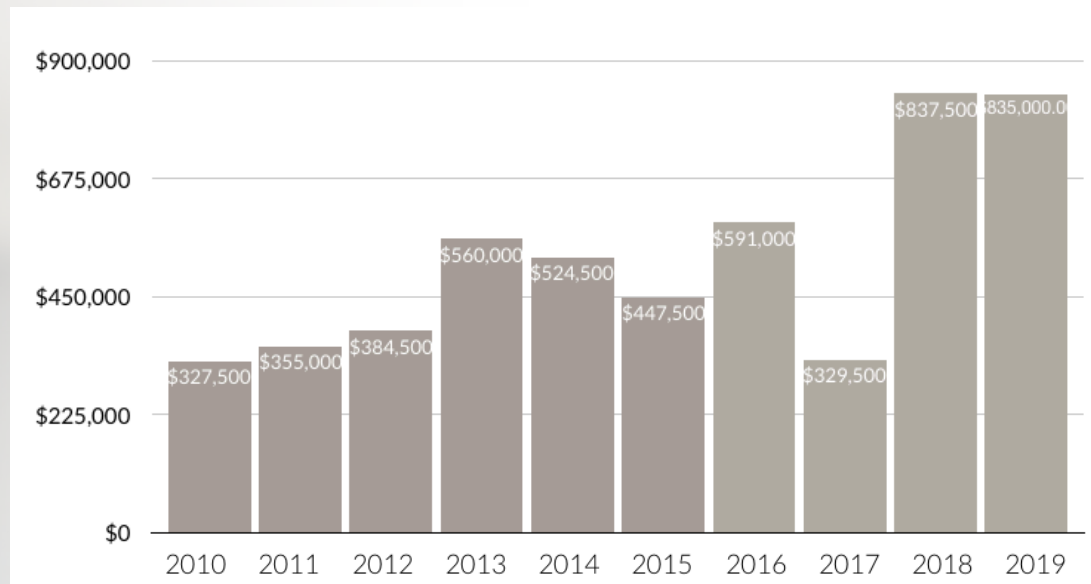
MONTH OVER MONTH 2018 VS. 2019



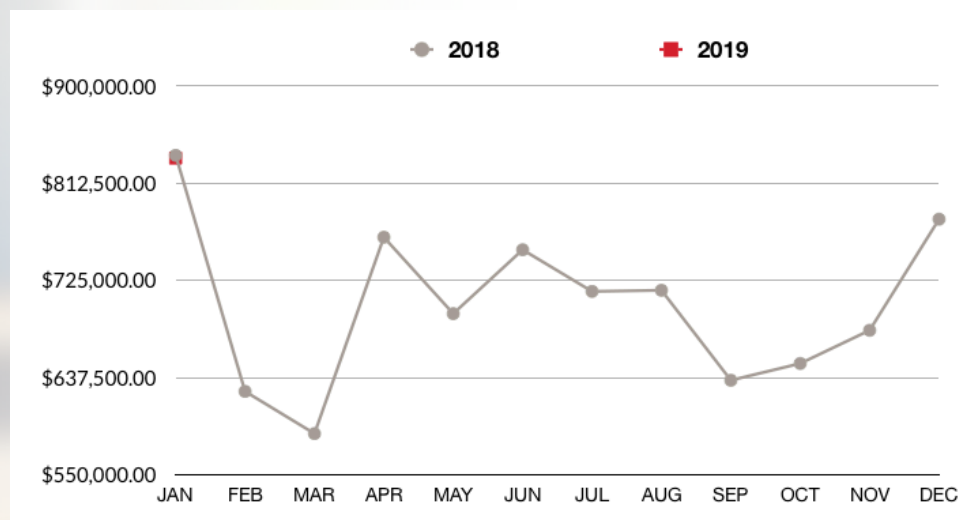
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

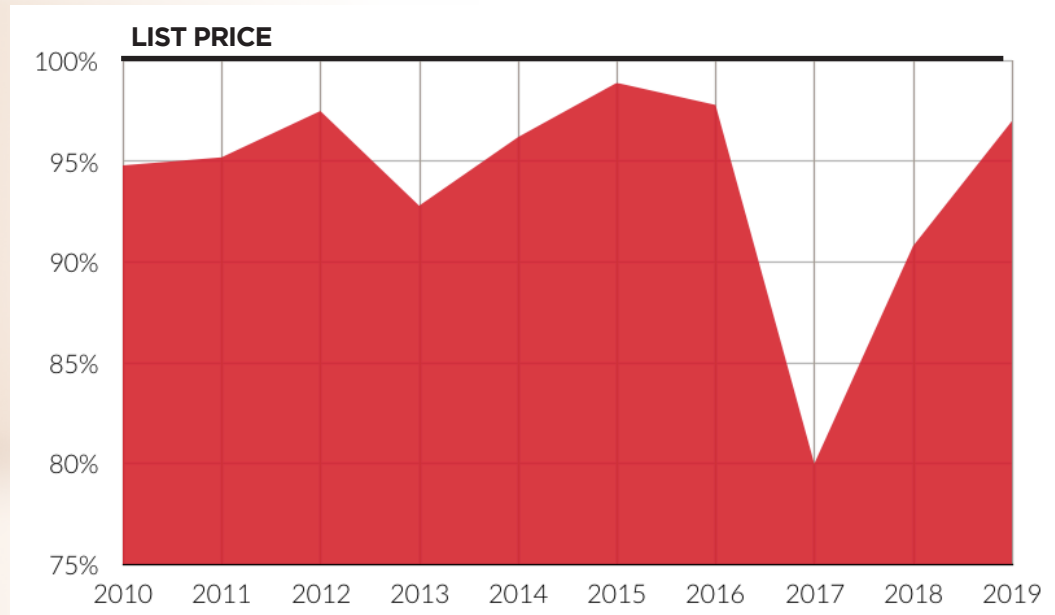


* Median sale price is based on residential sales (including freehold and condominiums).

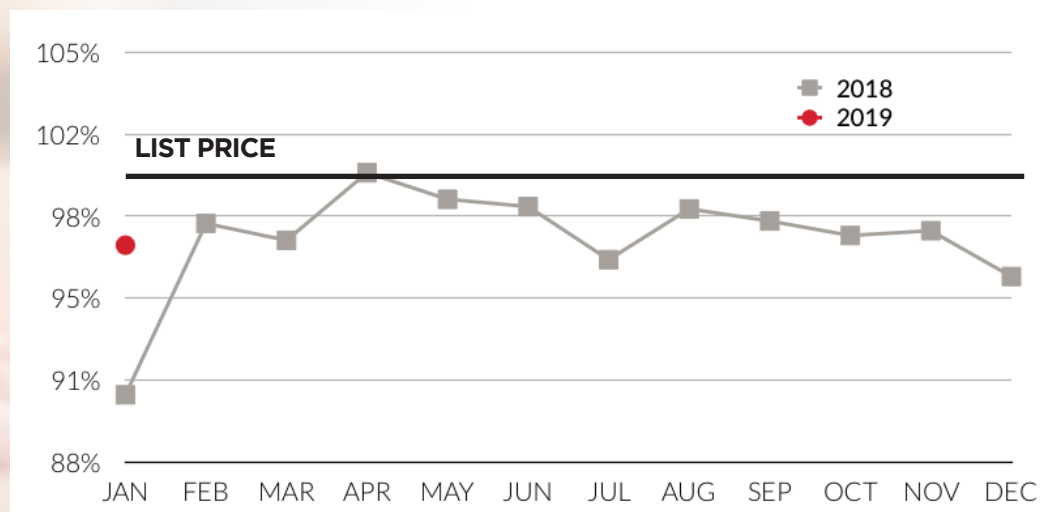
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



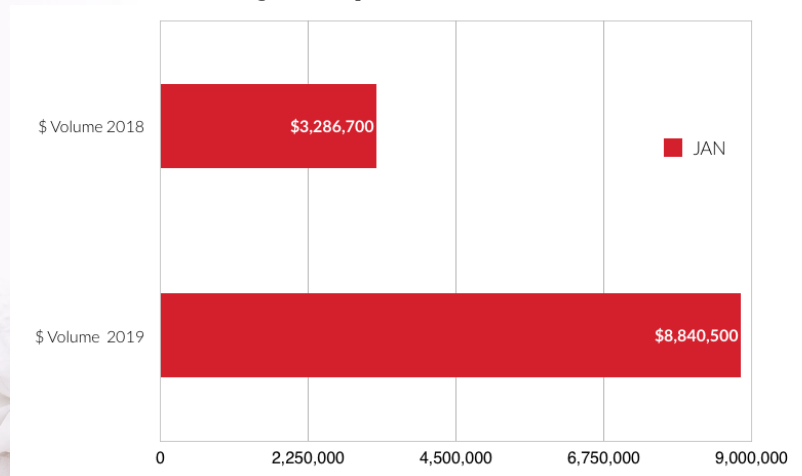
MONTH OVER MONTH 2018 VS. 2019



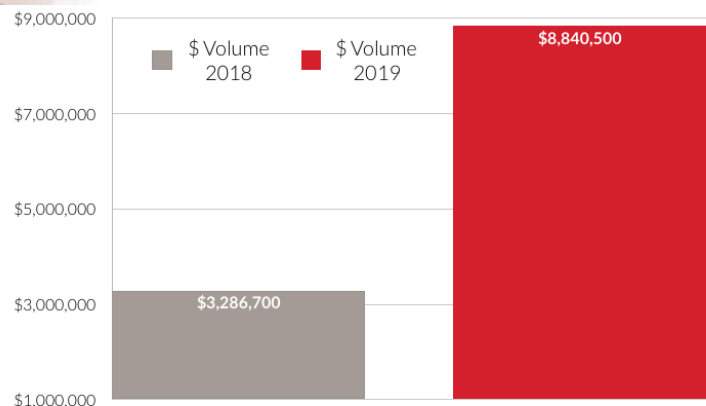
\$ VOLUME SALES

GUELPH ERAMOSA

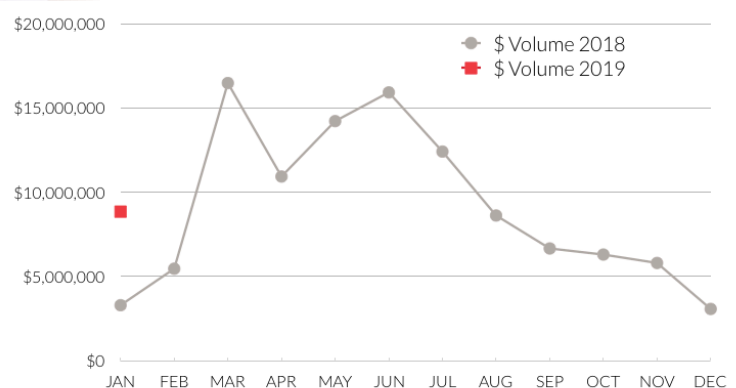
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



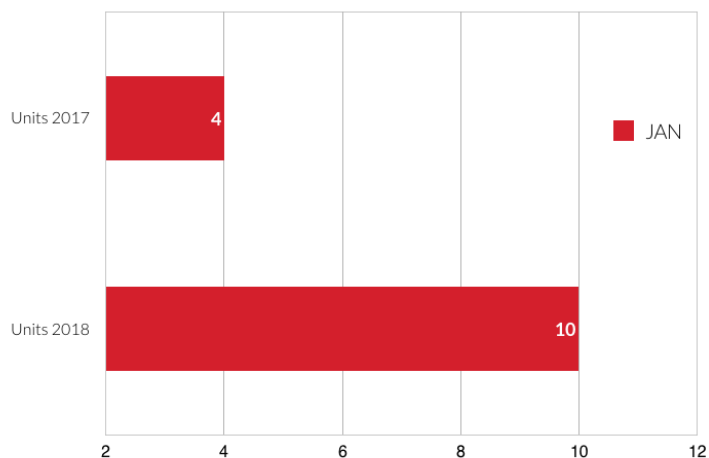
Month vs. Month 2018 vs. 2019



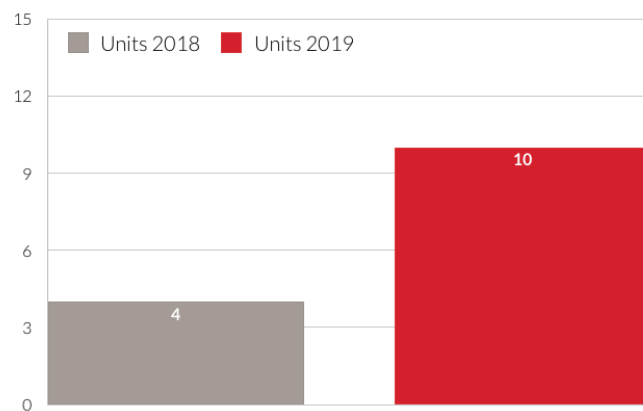
UNIT SALES

GUELPH ERAMOS

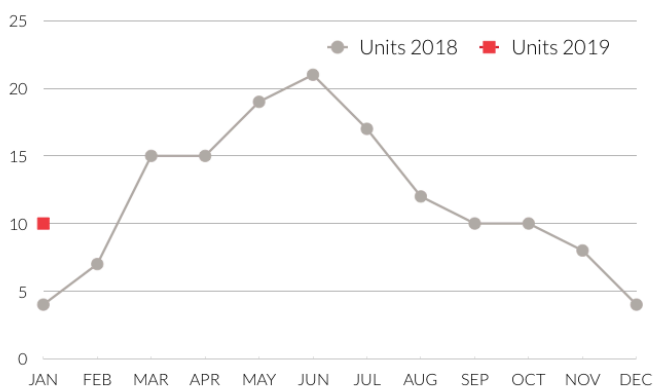
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

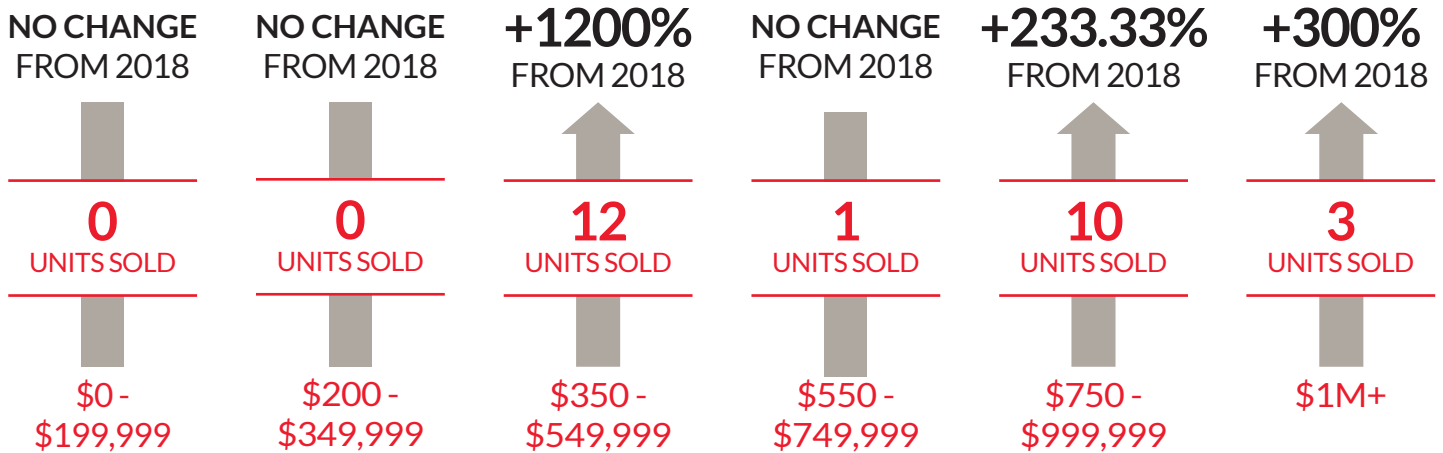


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+29%

YTD
SALES VOLUME
\$4,240,000

+25%

YTD
UNIT SALES
5

+3.02%

YTD AVERAGE
SALE PRICE
\$848,000

+29%

JANUARY
SALES VOLUME
\$4,240,000

+25%

JANUARY
UNIT SALES
5

CONDOMINIUM HOME SALES

*THERE WERE NO CONDOMINIUM SALES IN GUELPH-ERAMOSA IN JANUARY 2018 TO COMPARE TO

YTD
SALES VOLUME
\$375,500

YTD
UNIT SALES
1

YTD AVERAGE
SALE PRICE
\$375,500

JANUARY
SALES VOLUME
\$375,500

JANUARY
UNIT SALES
1

VACANT LAND SALES

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

YTD
SALES VOLUME
\$390,000

YTD
UNIT SALES
1

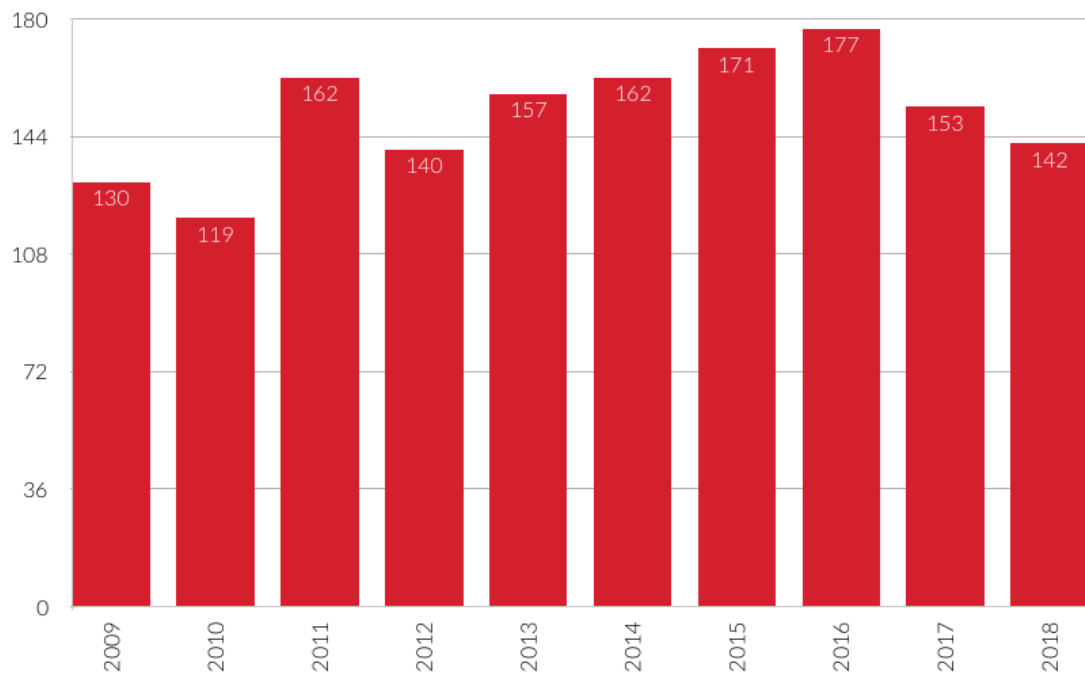
YTD AVERAGE
SALE PRICE
\$390,000

JANUARY
SALES VOLUME
\$390,000

JANUARY
UNIT SALES
1

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

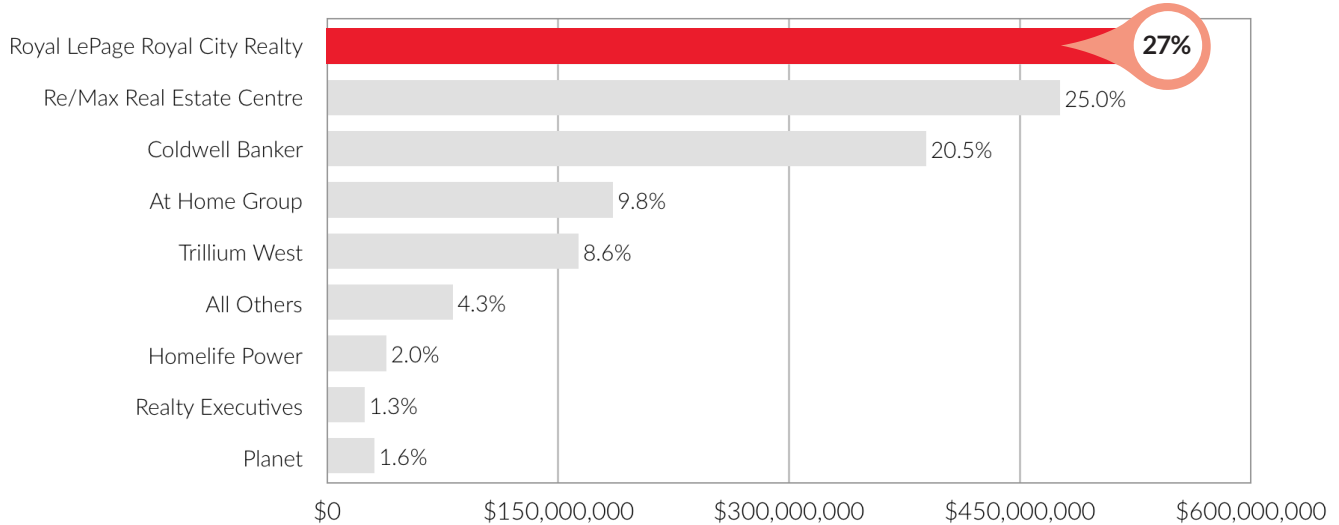


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

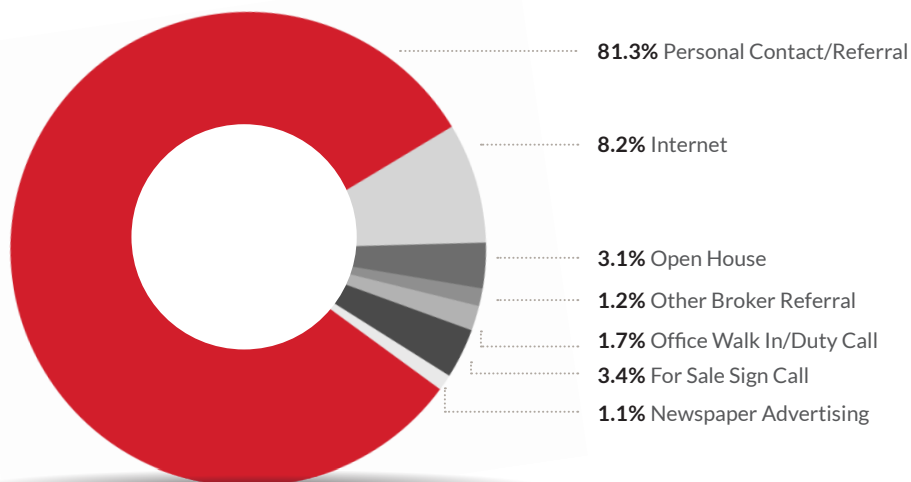
MARKET SHARE BY \$VOLUME

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

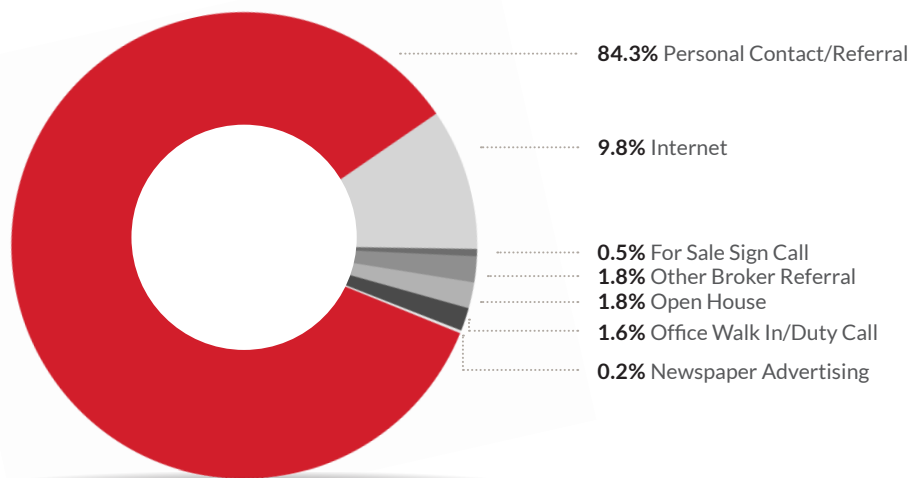


SOURCE OF BUSINESS

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