

CITY OF GUELPH REAL ESTATE MARKET REPORT

FEBRUARY 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

INCLEMENT WEATHER AND A LACK OF INVENTORY SEEM TO BE HOLDING THE CITY'S REAL ESTATE MARKET BACK, BUT MORE BUYER DEMAND IS SUPPORTING SALES.



YEAR-TO-DATE SALES VOLUME OF \$133,257,796

Down 2.41% from 2018's \$136,551,924. Unit sales of 264 are down 3.3% from 2018's 273, with 475 new listings down 1.04%, and a 55.58% sales/listings ratio down 1.3%.



FEBRUARY SALES VOLUME OF \$70,328,600

Down 3.19% from 2018's \$72,646,284. Unit sales of 137 are down 6.8% from last February's 147, with 202 new listings down 17.55%, and a 67.82% sales/listing ratio up 14.2%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$504,426

Down from \$510,591 one year ago. Median sale price of \$484,000 up from \$466,750 one year ago. Average days-on-market up 6 days to 28 compared to last year.



FEBRUARY Numbers

MEDIAN SALE PRICE +6.09%

\$488,000

SALES VOLUME -3.19%

\$70,328,600

UNIT SALES -6.8%

137

NEW LISTINGS -17.55%

202

EXPIRED LISTINGS No Change

13

UNIT SALES/LISTINGS RATIO +14.2%

67.82%

* Year over year comparison
(February 2018 to February 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 - February 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



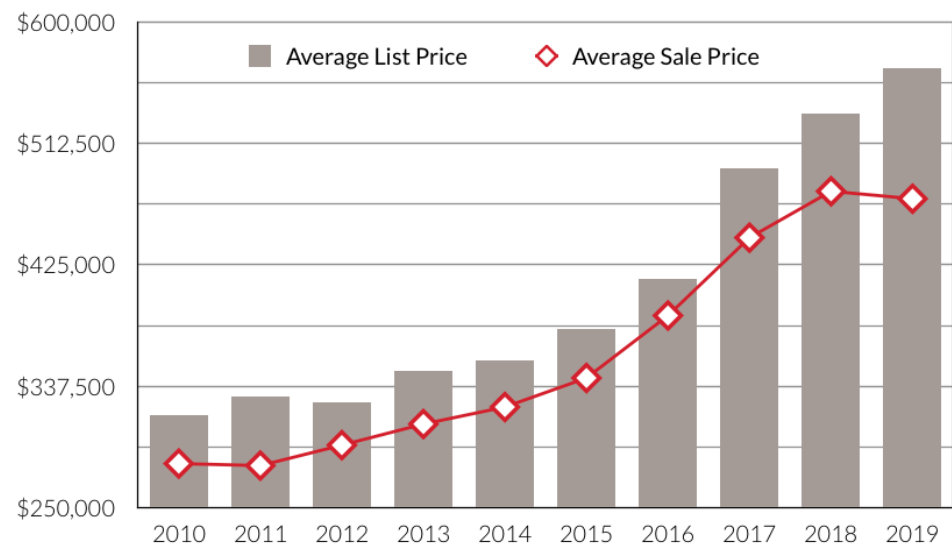
Table 1:
City of Guelph MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019
Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$186,254,045	\$136,551,924	\$133,257,796	-2.41%
YTD Unit Sales	393	273	264	-3.3%
YTD New Listings	507	480	475	-1.04%
YTD Sales/Listings Ratio	77.51%	56.88%	55.58%	-1.3%
YTD Expired Listings	27	38	35	-7.89%
February Sales Volume	\$105,146,652	\$72,646,284	\$70,328,600	-3.19%
February Unit Sales	215	147	137	-6.8%
February New Listings	262	245	202	-17.55%
February Sales/Listings Ratio	72.65%	53.62%	67.82%	+14.2%
February Expired Listings	12	13	13	No Change
YTD Sales: \$0-\$199K	11	2	1	-50%
YTD Sales: \$200K-\$349K	79	50	35	-30%
YTD Sales: \$350K-\$549K	261	155	136	-12.26%
YTD Sales: \$550K-\$749K	72	51	68	+33.33%
YTD Sales: \$750K-\$999K	24	8	22	+175%
YTD Sales: \$1M+	7	6	1	-83.3%
YTD Average Days-On-Market	15	22	28	+6
YTD Average Sale Price	\$472,357	\$510,591	\$504,426	-1.21%
YTD Median Sale Price	\$441,000	\$466,750	\$484,000	+3.7%

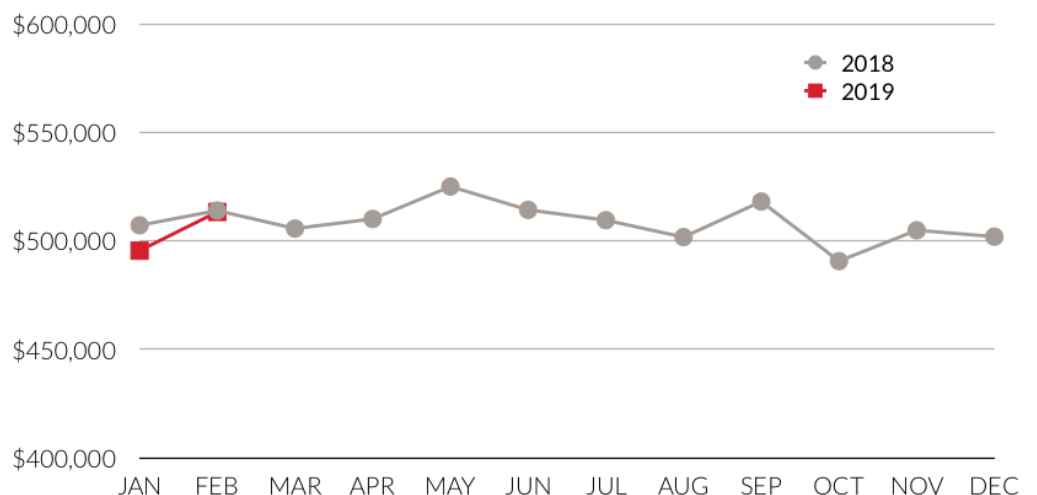
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



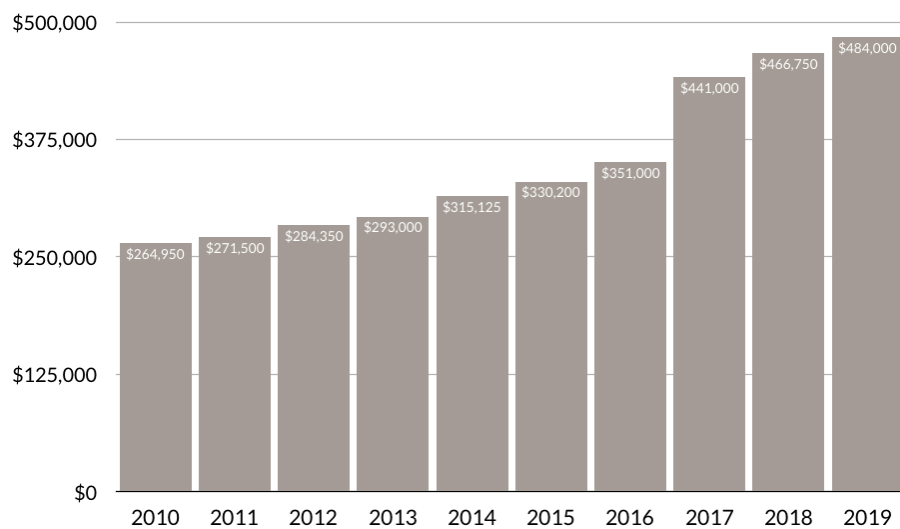
MONTH OVER MONTH 2018 VS. 2019



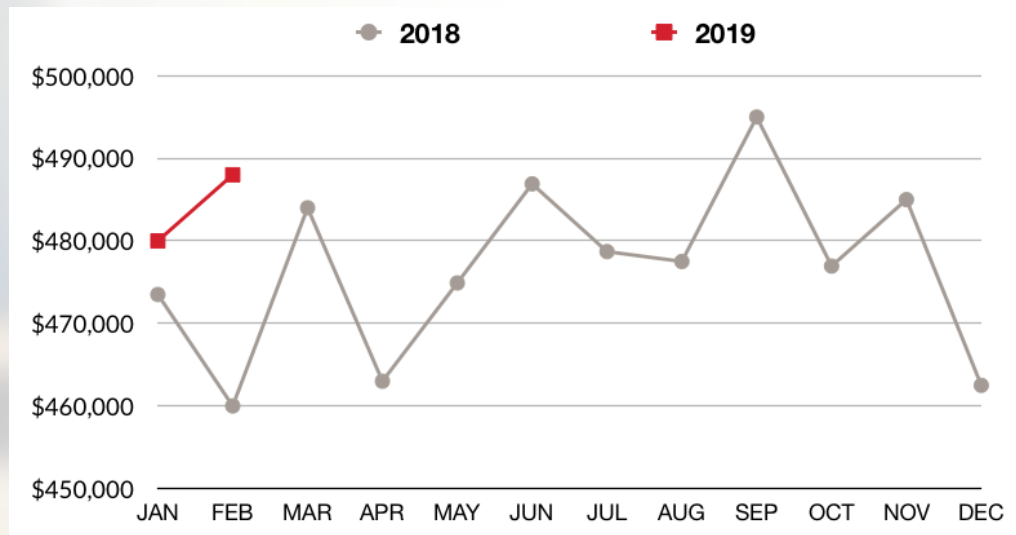
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

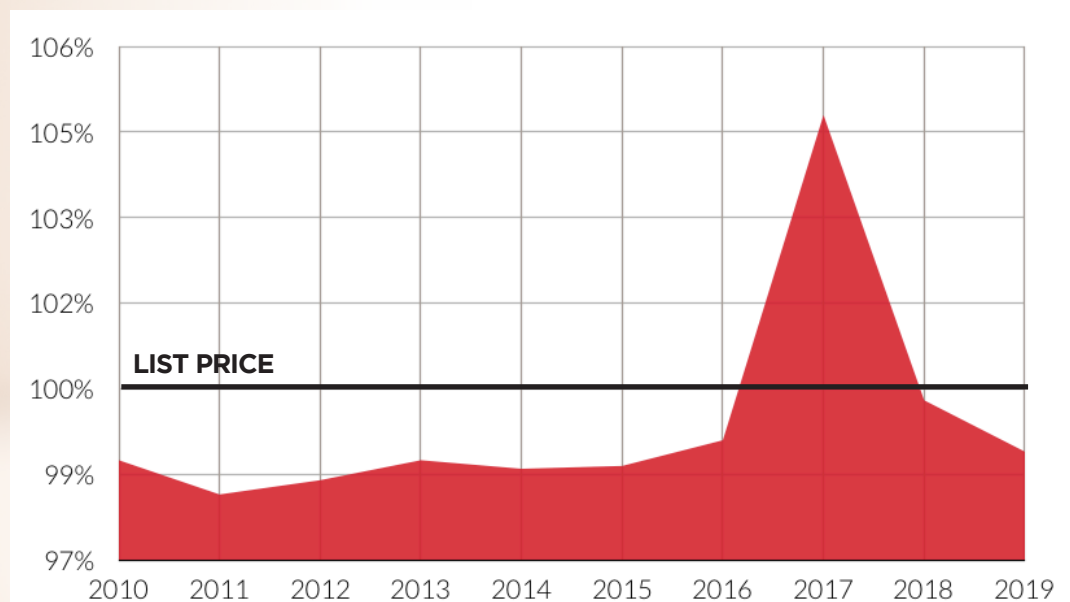


* Median sale price is based on residential sales (including freehold and condominiums).

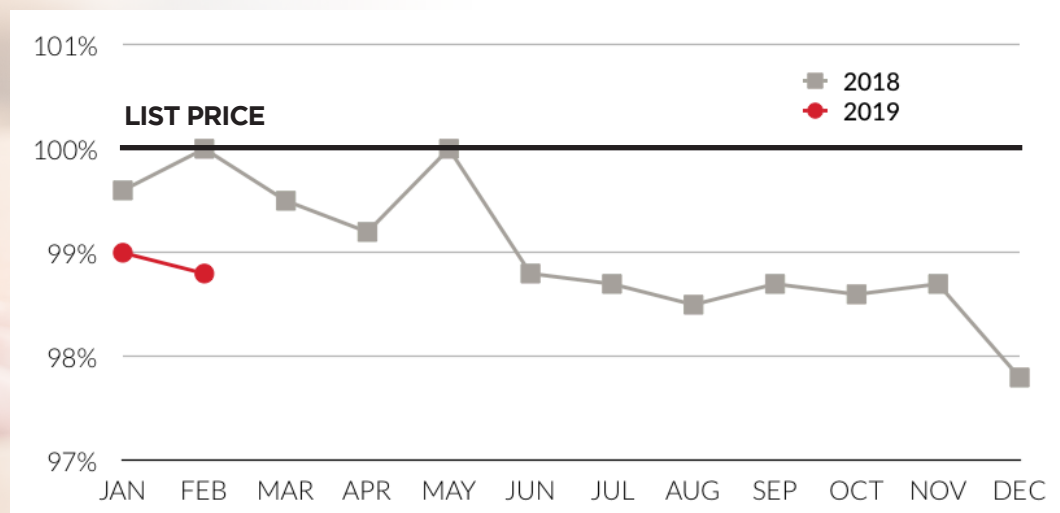
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



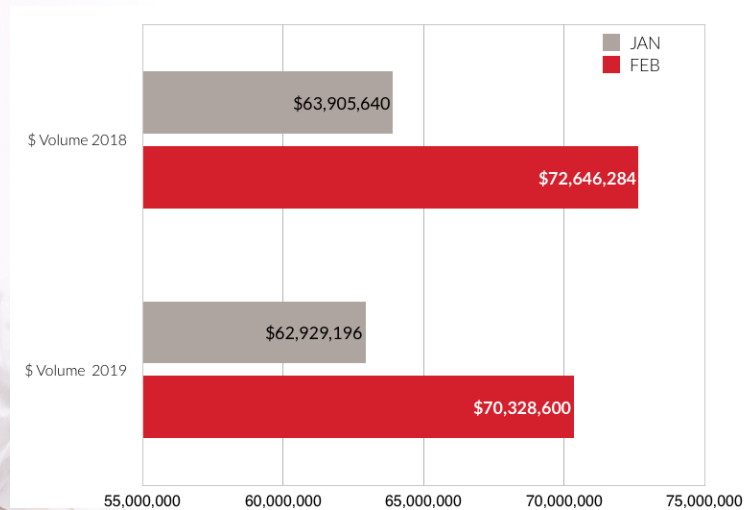
MONTH OVER MONTH 2018 VS. 2019



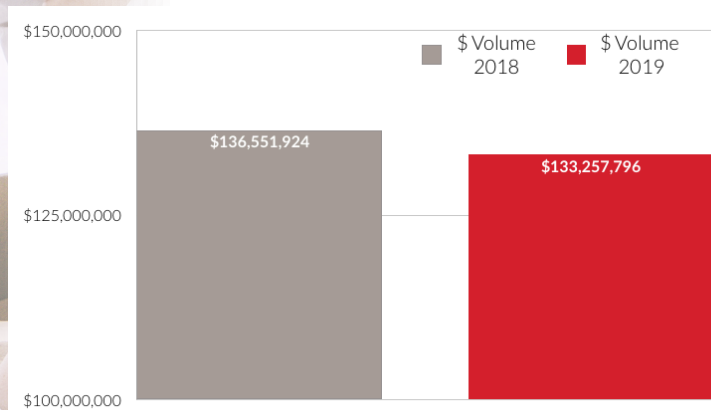
\$ VOLUME SALES

CITY OF GUELPH

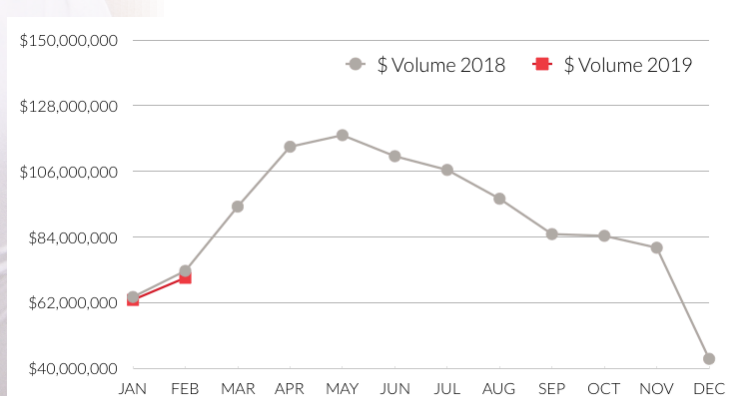
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

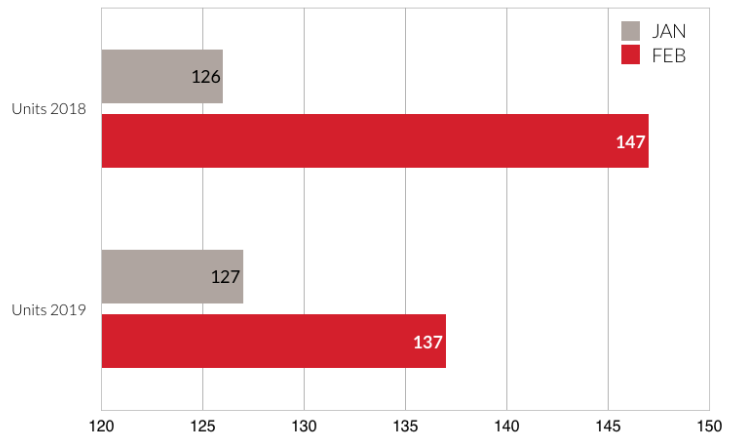




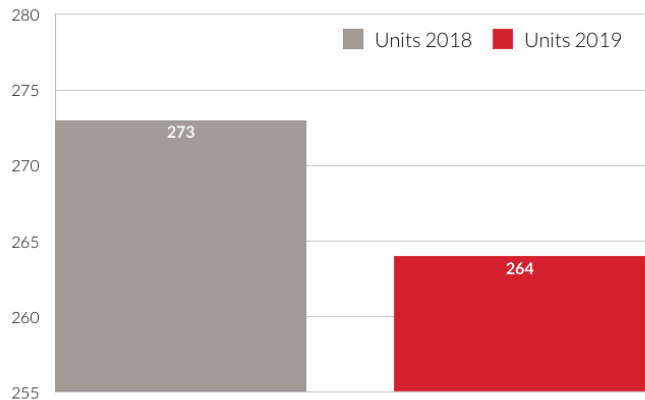
UNIT SALES

CITY OF GUELPH

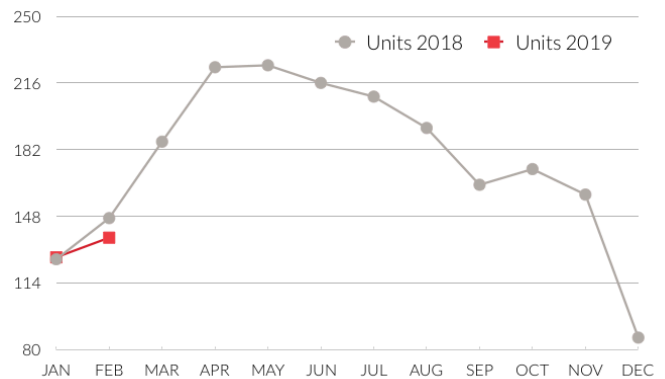
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

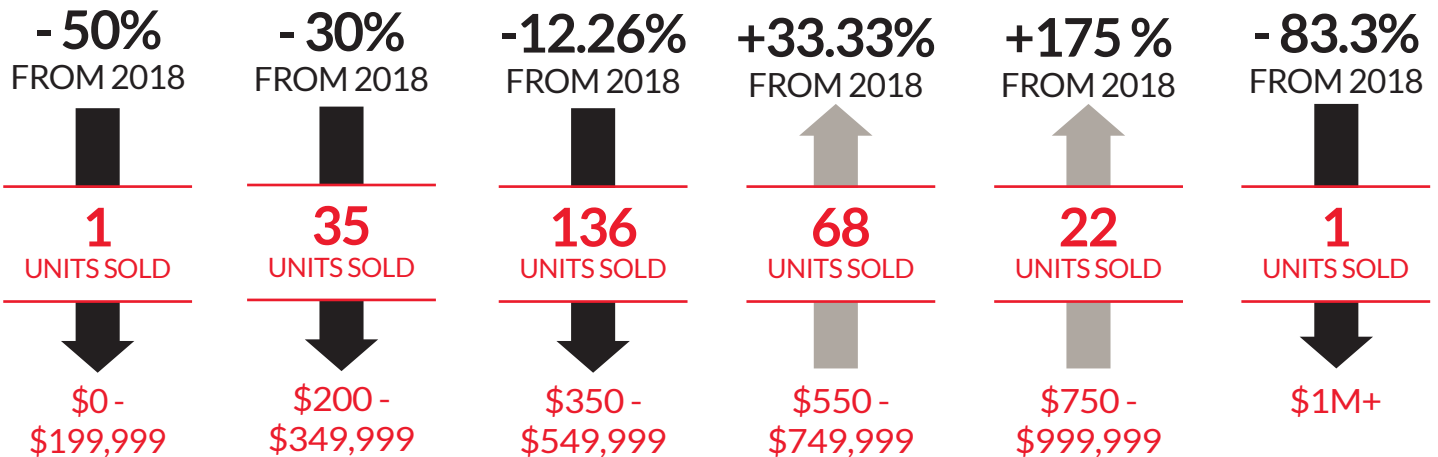


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

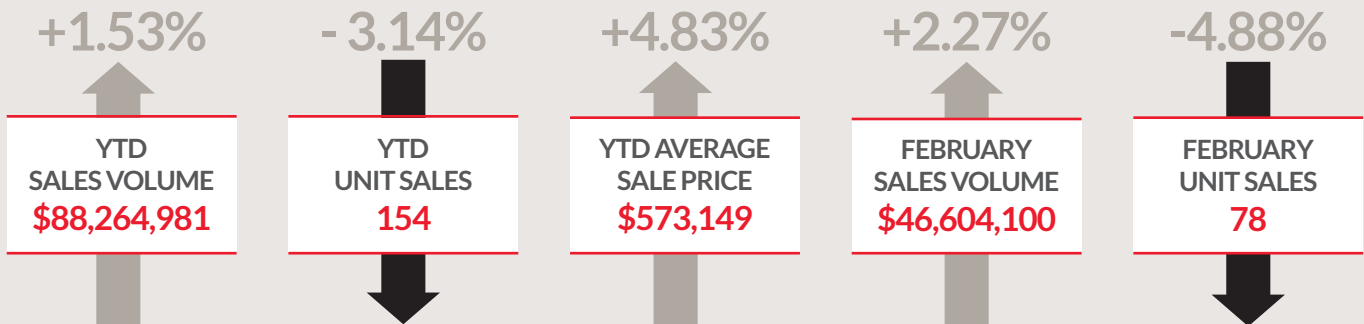
CITY OF GUELPH - YEAR TO DATE



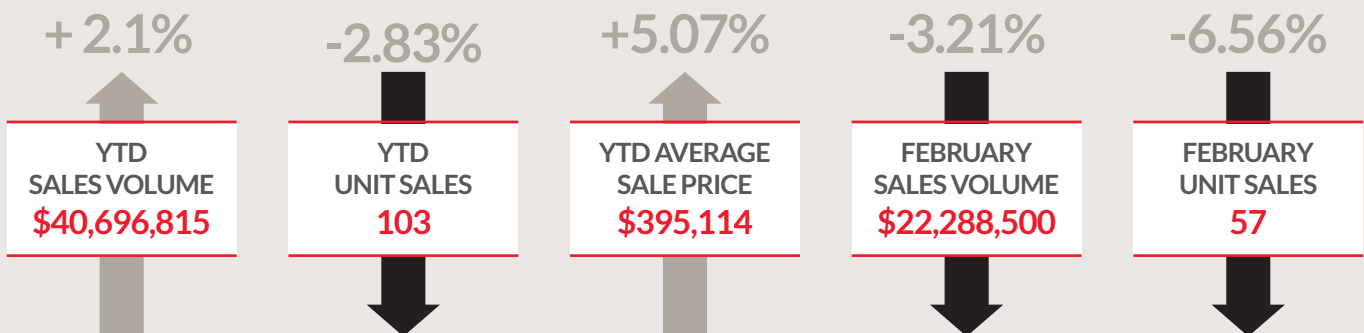
SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



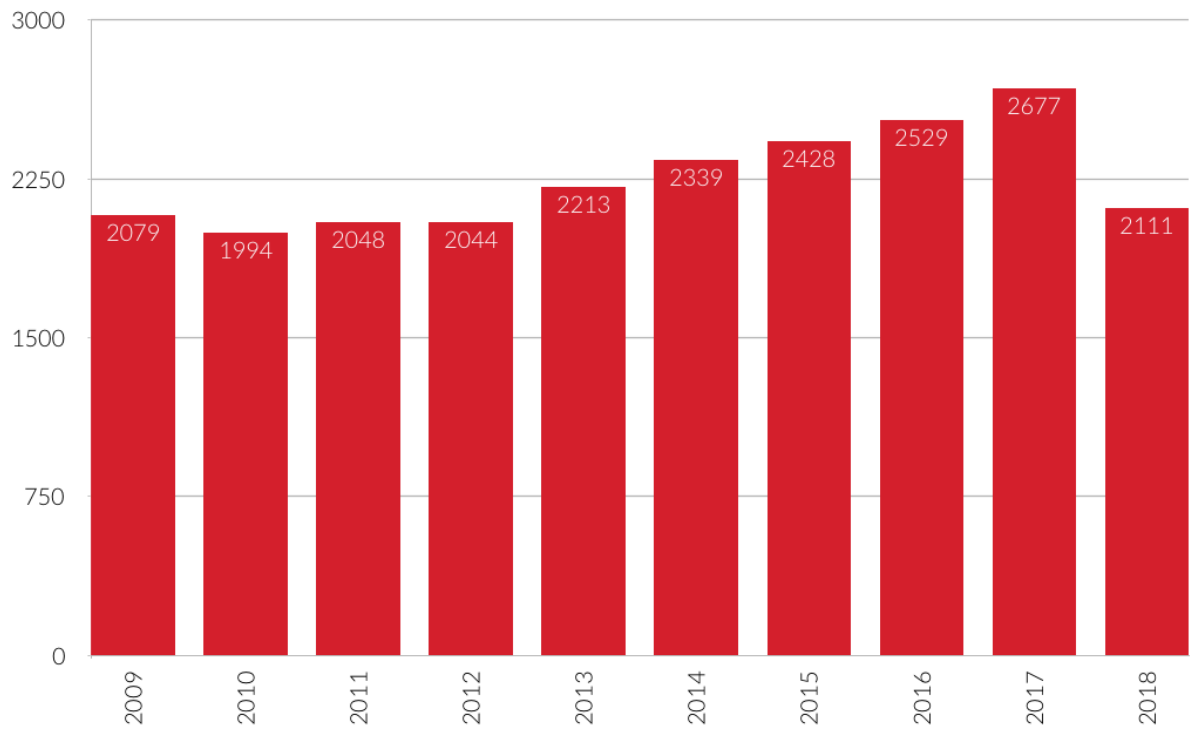
VACANT LAND SALES

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



10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

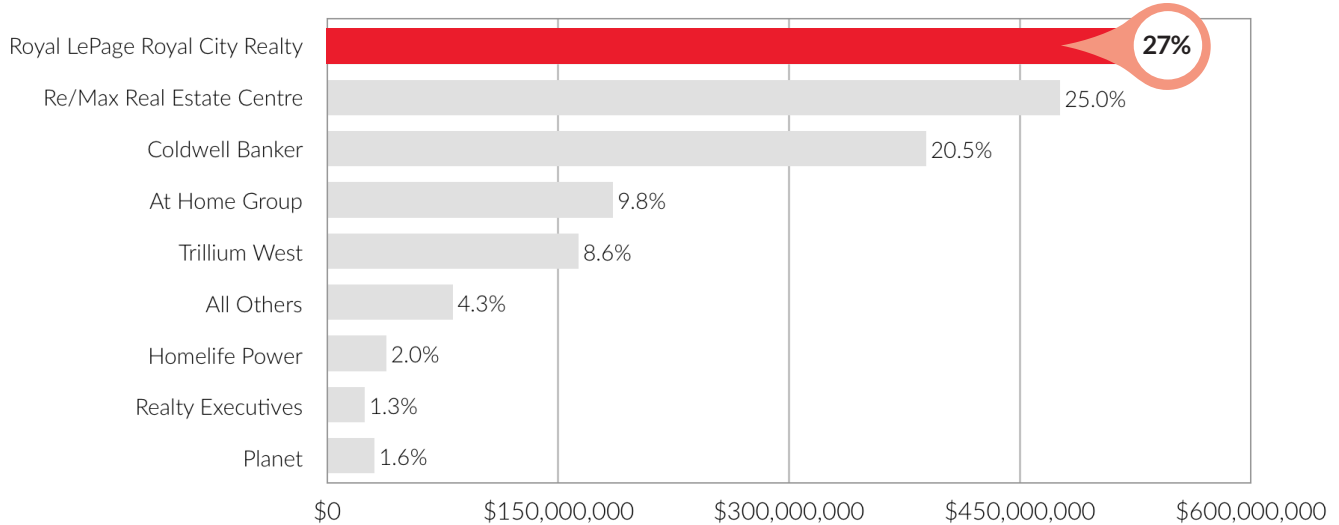


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

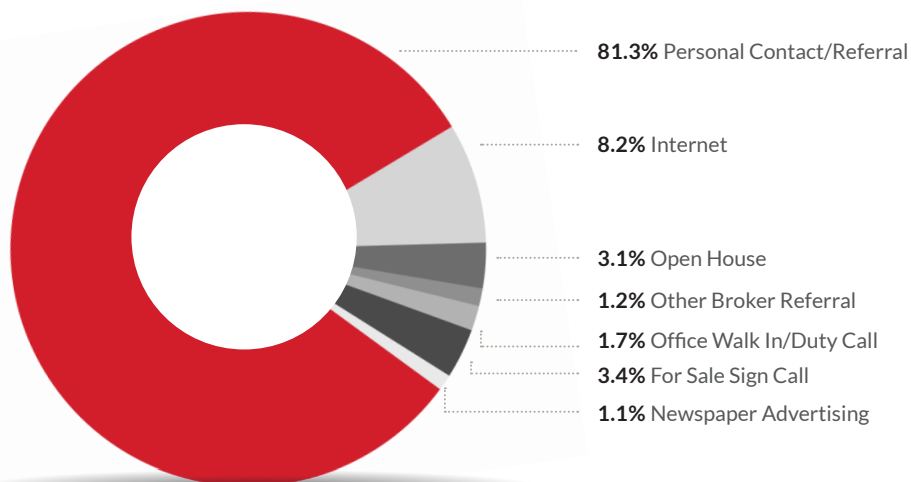
MARKET SHARE BY \$VOLUME

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

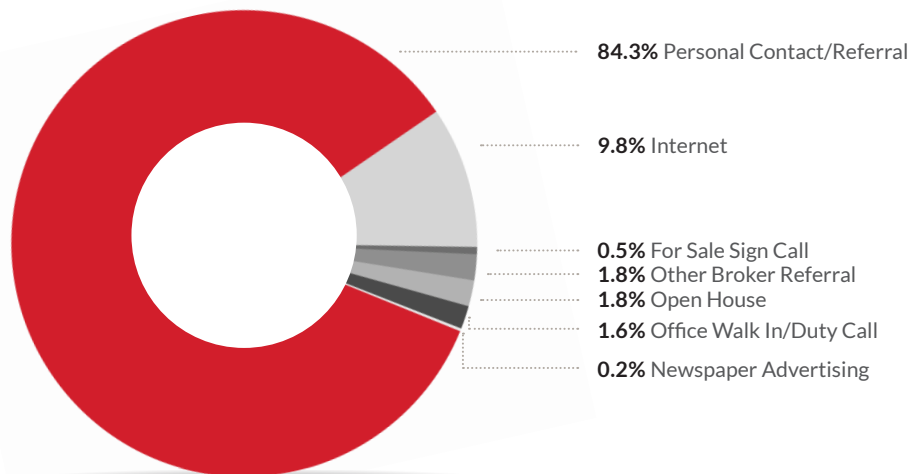


SOURCE OF BUSINESS

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