

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

FEBRUARY 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

SALES ACTIVITY HAS INCREASED IN GUELPH/ERAMOSA, AND PRICES CONTINUE TO INCREASE IN THIS SMALL SAMPLE SIZE, BUT GUELPH/ERAMOSA REMAINS A HEALTHY MARKET.



YEAR-TO-DATE SALES VOLUME OF \$14,916,500

Up 70.66% from 2018's \$8,740,600. Unit sales of 17 are up 54.55% from 2018's 11, with 35 new listings down 14.63%, and a 48.57% sales/listings ratio up 21.74%.



FEBRUARY SALES VOLUME OF \$6,076,000

Up 11.41% from 2018's \$5,453,900. Unit sales of 7 are equal to last February, with 15 new listings down 34.78%, and a 46.67% sales/listings ratio up 16.24%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$876,025

Up from \$800,402 one year ago. Median sale price \$852,500 up from \$731,250 one year ago. Average days-on-market up 5 days to 48.5 compared to last year.



FEBRUARY Numbers

MEDIAN SALE PRICE +39.2%

\$870,000

SALES VOLUME +11.41%

\$6,076,000

UNIT SALES No Change

7

NEW LISTINGS -34.78%

15

EXPIRED LISTINGS No change

2

UNIT SALES/LISTINGS RATIO +16.24%

46.67%

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

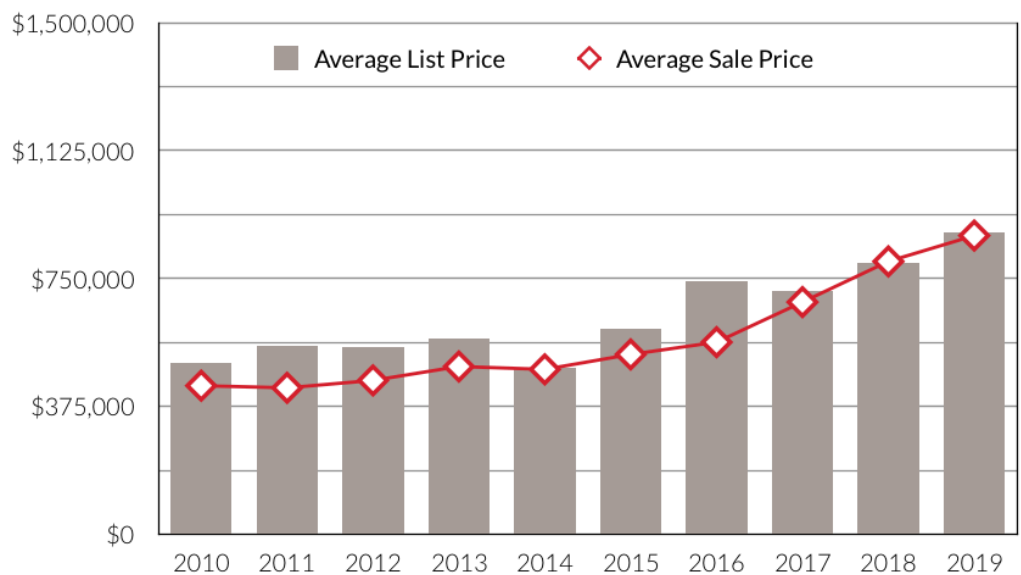
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$10,181,500	\$8,740,600	\$14,916,500	+70.66%
YTD Unit Sales	16	11	17	+54.55%
YTD New Listings	29	41	35	-14.63%
YTD Sales/Listings Ratio	55.17%	26.83%	48.57%	+21.74%
YTD Expired Listings	4	3	8	+167%
February Volume Sales	\$7,922,500	\$5,453,900	\$6,076,000	+11.41%
February Unit Sales	13	7	7	No Change
February New Listings	14	23	15	-34.78%
February Sales/Listings Ratio	92.86%	30.43%	46.67%	+16.24%
February Expired Listings	1	2	2	No Change
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	2	0	0	No Change
YTD Sales: Under \$350K-\$549K	5	3	12	+300%
YTD Sales: Under \$550K-\$749K	5	2	4	+100%
YTD Sales: Under \$750K-\$999K	2	4	13	+225%
YTD Sales: \$1M+	2	2	4	+100%
YTD Average Days-On-Market	73	43.5	48.5	+5
YTD Average Sale Price	\$681,211	\$800,402	\$876,025	+9.45%
YTD Median Sale Price	\$464,800	\$731,250	\$852,500	+16.58%

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

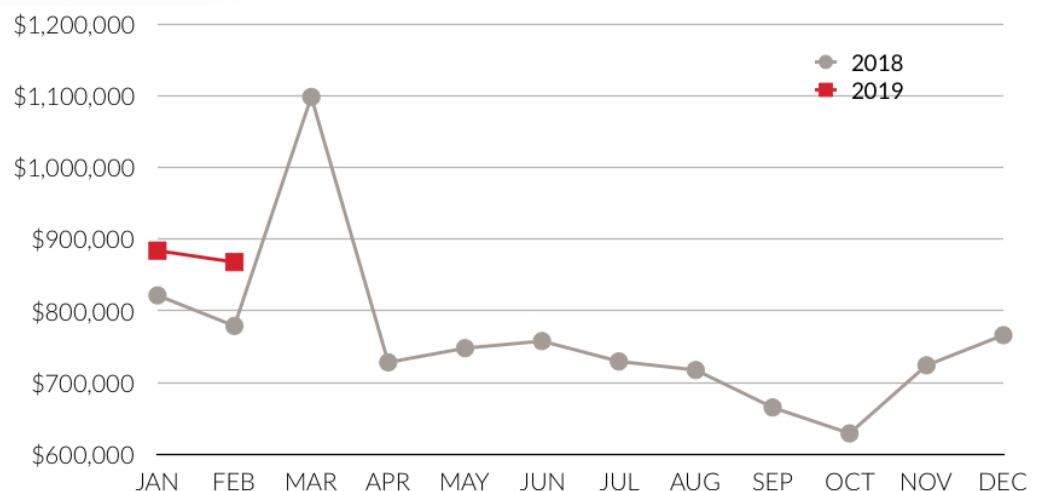
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



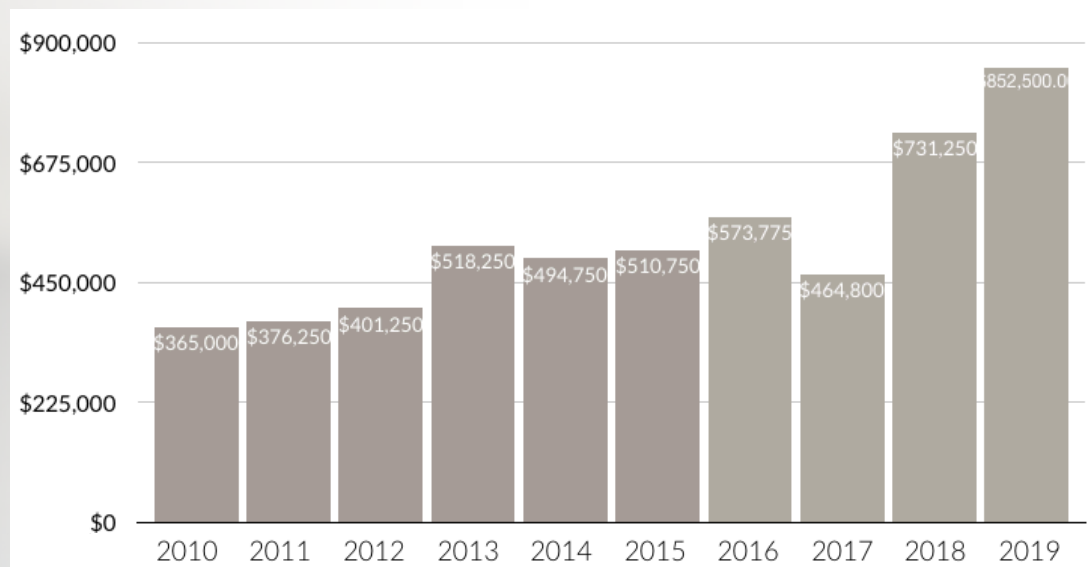
MONTH OVER MONTH 2018 VS. 2019



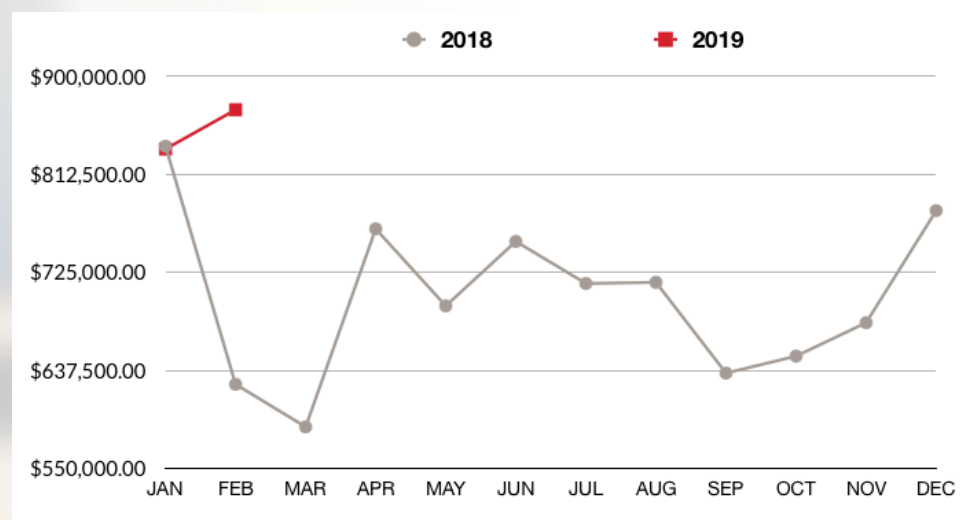
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

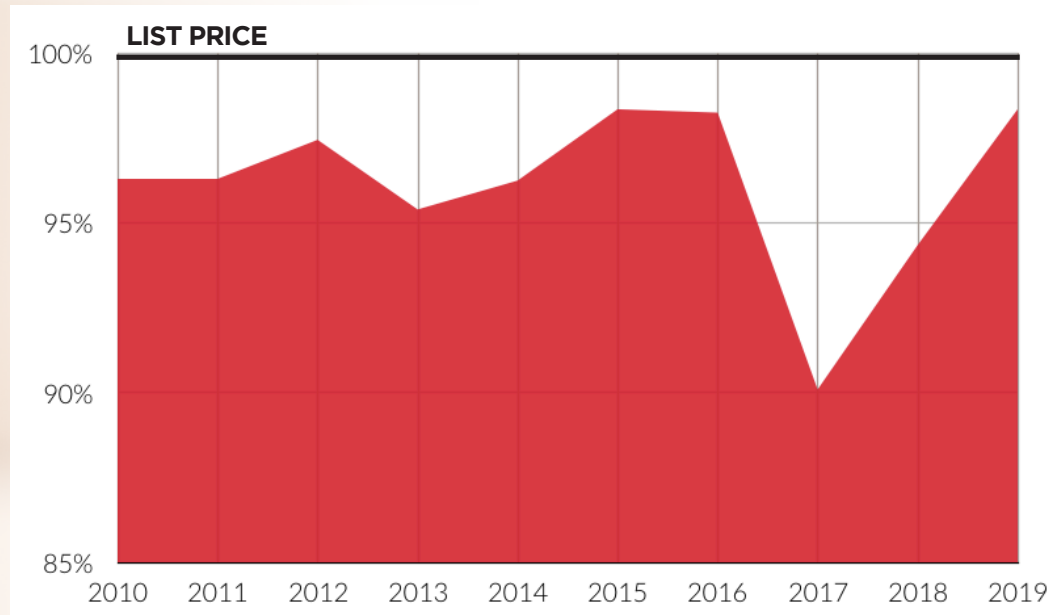


* Median sale price is based on residential sales (including freehold and condominiums).

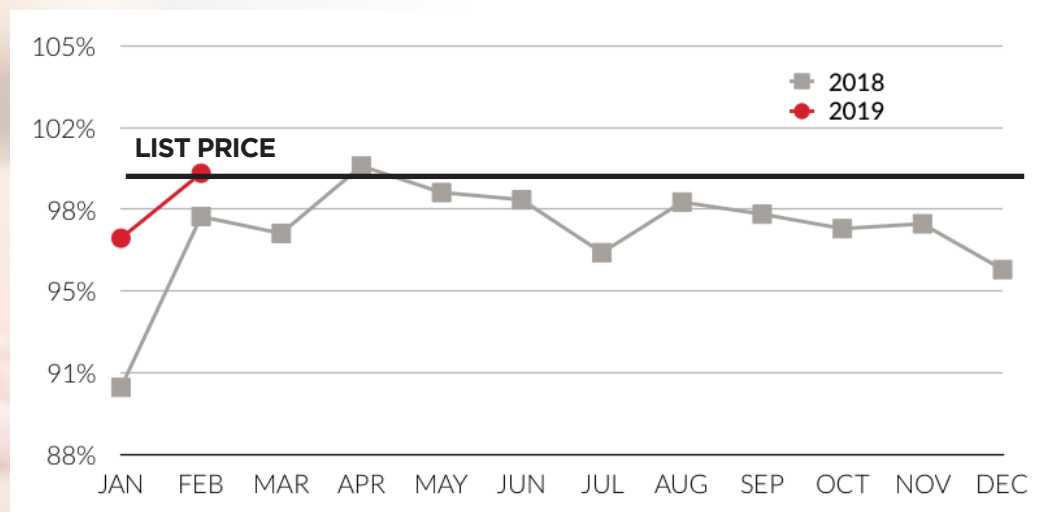
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



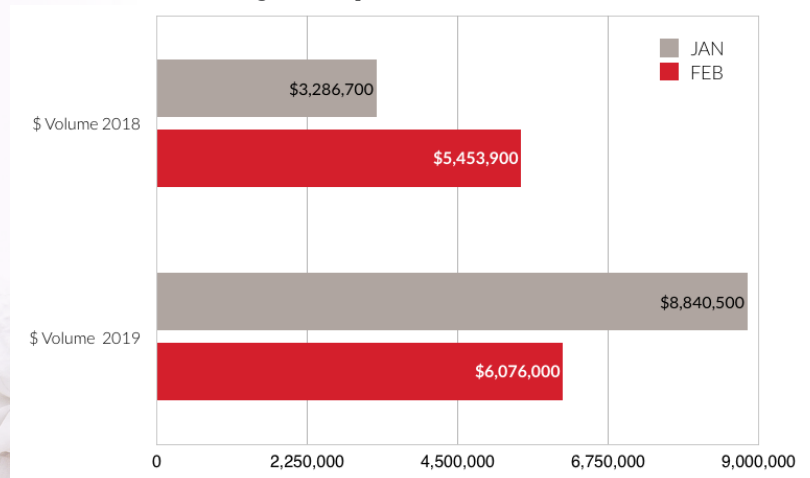
MONTH OVER MONTH 2018 VS. 2019



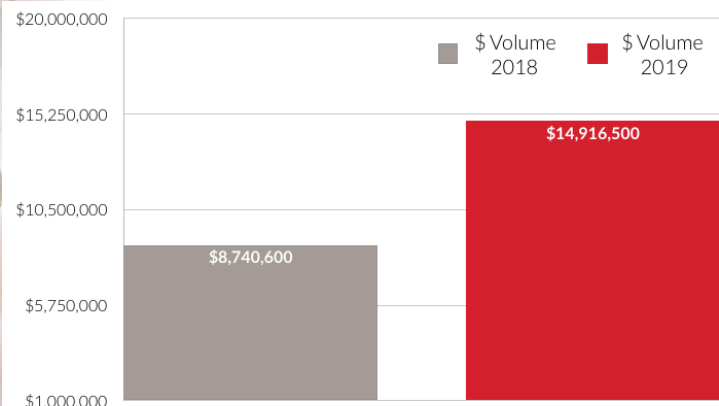
\$ VOLUME SALES

GUELPH ERAMOS

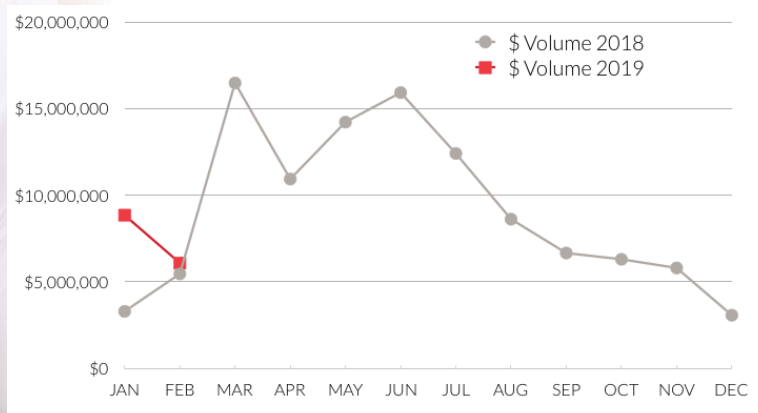
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

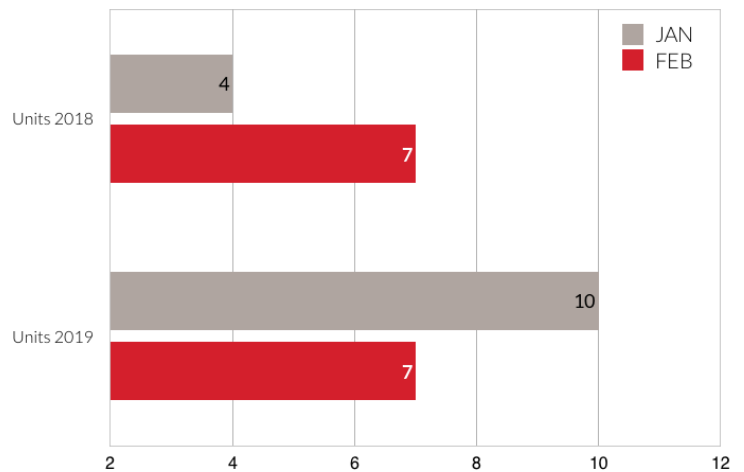




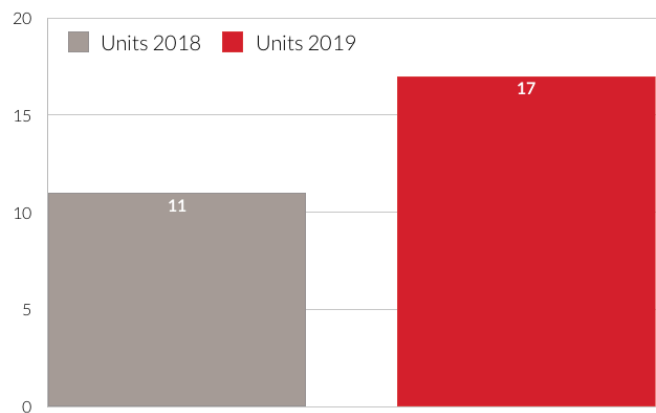
UNIT SALES

GUELPH ERAMOS

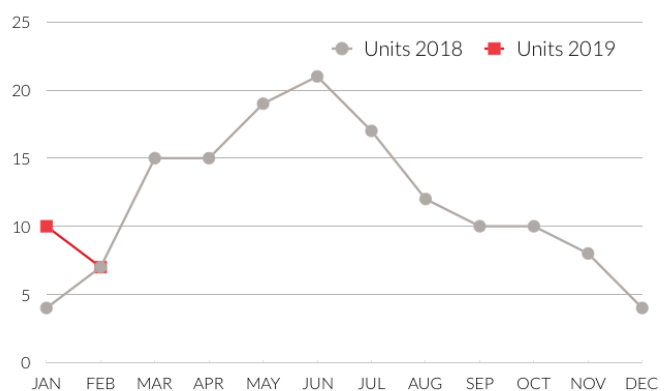
Monthly Comparison 2018 vs. 2019



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



CONDOMINIUM HOME SALES



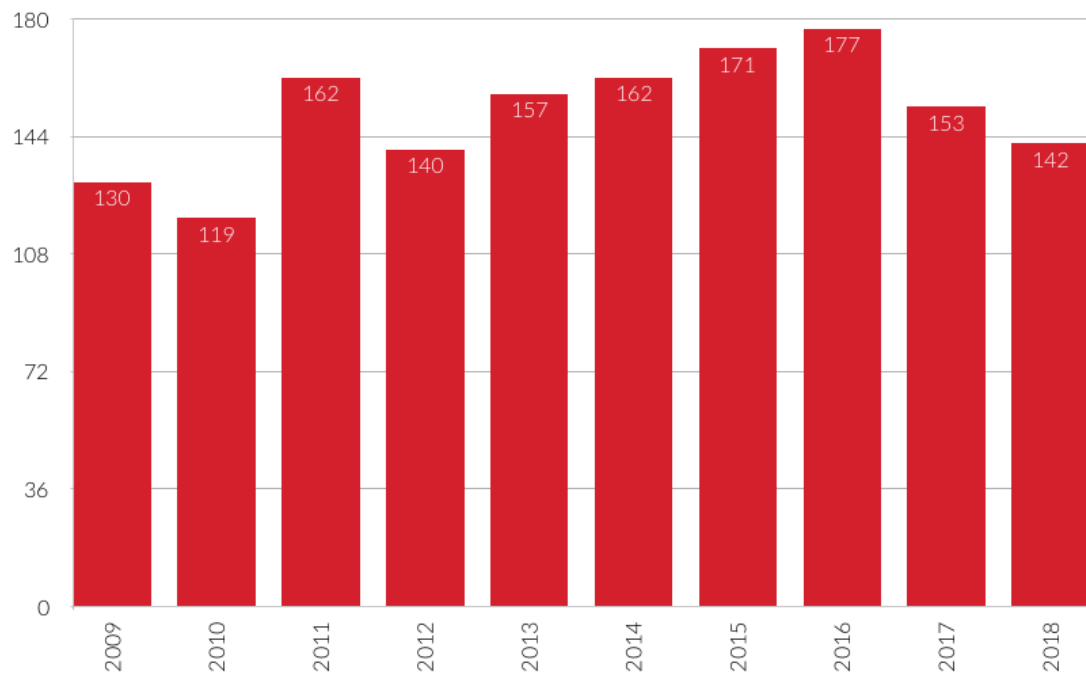
VACANT LAND SALES

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



10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

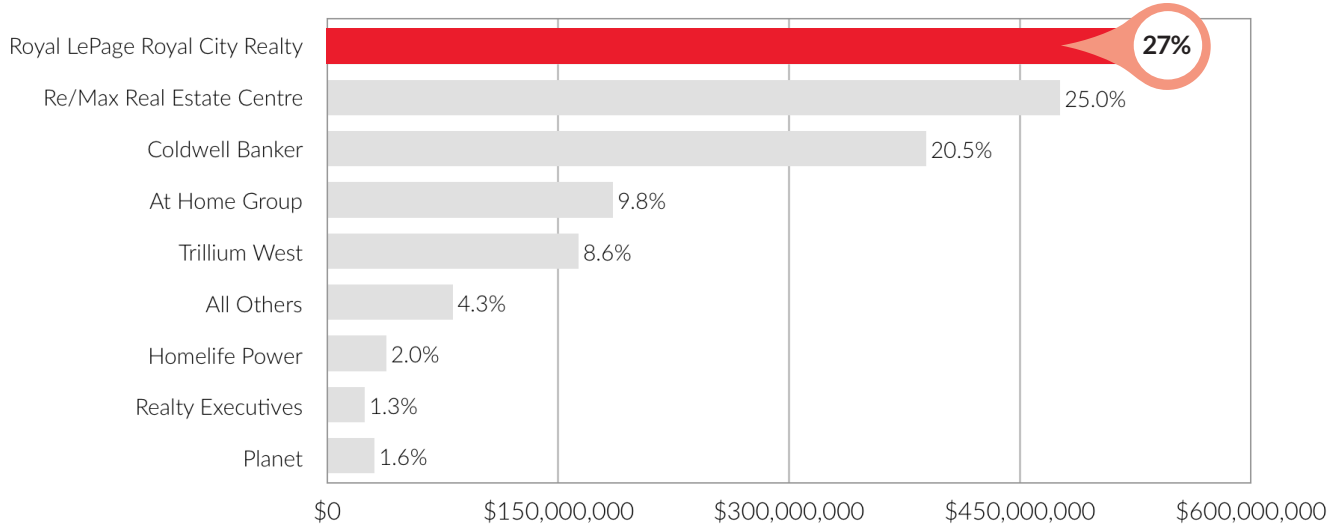


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

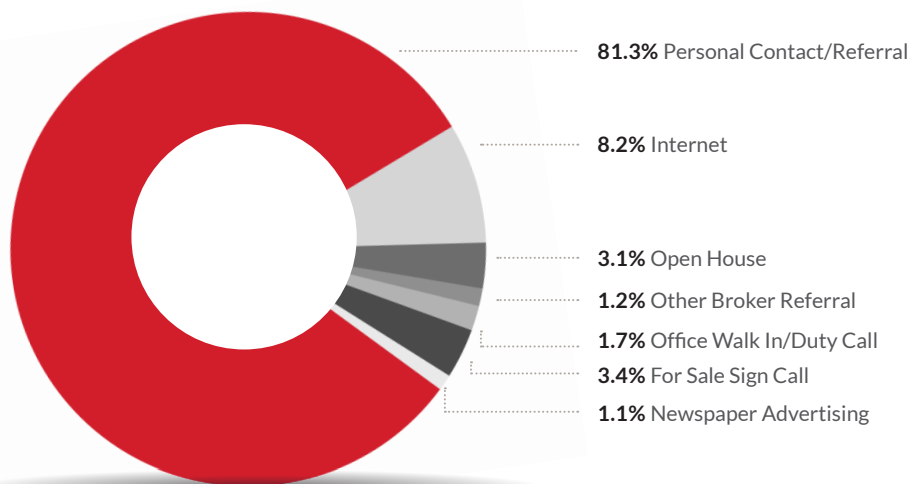
MARKET SHARE BY \$VOLUME

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

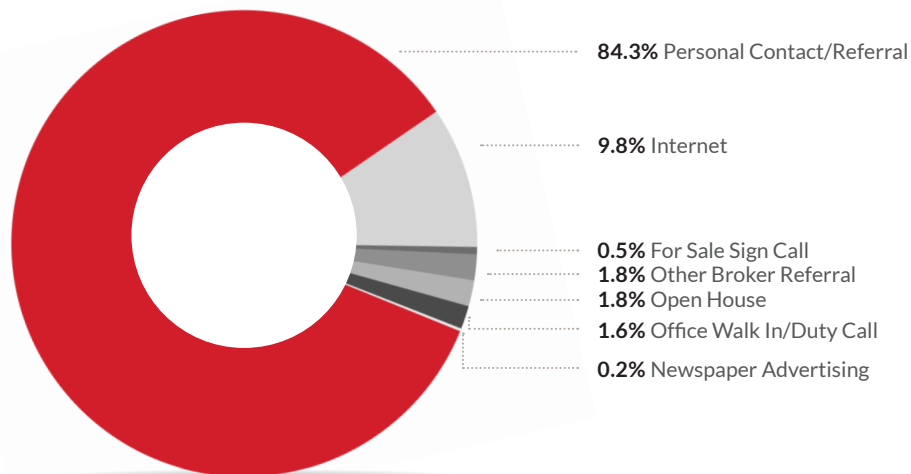


SOURCE OF BUSINESS

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