

# CITY OF GUELPH REAL ESTATE MARKET REPORT

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## MARCH 2019

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R-CITY | R-TEAM | R-NUMBERS



## CITY OF GUELPH OVERVIEW

# SELLER'S MARKET

**SALE PRICES ARE INCREASING. LACK OF INVENTORY AND DEMAND CONTINUE TO DRIVE SALES AS THE CITY OF GUELPH HEADS INTO THE SPRING MARKET.**



### YEAR-TO-DATE SALES VOLUME OF \$233,851,619

Down **1.34%** from 2018's **\$230,759,907**. Unit sales of **455** are down **-0.87%** from 2018's **459**, with **747** new listings up **0.27%**, and a **60.91%** sales/listings ratio down **0.7%**.



### MARCH SALES VOLUME OF \$100,593,823

Up **6.78%** from 2018's **\$94,207,983**. Unit sales of **191** are up **2.69%** from last March's **186**, with **272** new listings up **2.64%**, and a **70.22%** sales/listing ratio up **0.03%**.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$511,840

Up from **\$508,958.00** one year ago. Median sale price of **\$488,000** up from **\$473,500** one year ago. Average days-on-market up **5.67** days to **27.67** compared to last year.



## MARCH Numbers

**MEDIAN SALE PRICE** +2.79%

**\$497,500**

**SALES VOLUME** +6.78%

**\$100,593,823**

**UNIT SALES** +2.69%

**191**

**NEW LISTINGS** +2.64%

**272**

**EXPIRED LISTINGS** +75%

**21**

**UNIT SALES/LISTINGS RATIO** +0.03%

**70.22%**

\* Year over year comparison  
(March 2018 to March 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 - March 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

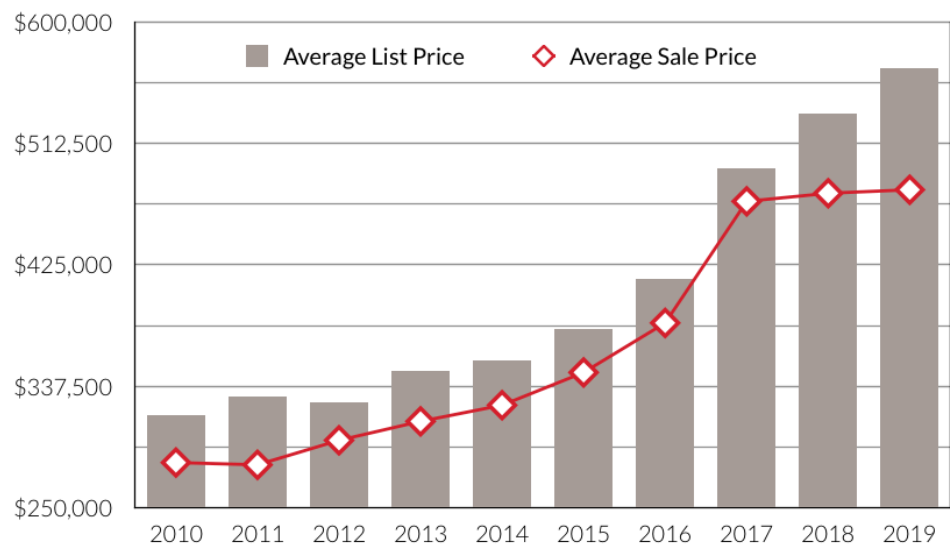
Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$339,160,091	\$230,759,907	\$233,851,619	1.34%
YTD Unit Sales	665	459	455	-0.87%
YTD New Listings	827	745	747	+0.27%
YTD Sales/Listings Ratio	80.41%	61.61%	60.91%	-0.7%
YTD Expired Listings	32	50	56	+12%
March Sales Volume	\$152,906,046	\$94,207,983	\$100,593,823	+6.78%
March Unit Sales	272	186	186	+2.69%
March New Listings	320	265	272	+2.64%
March Sales/Listings Ratio	85.00%	70.19%	70.22%	+0.03%
March Expired Listings	5	12	21	+75%
YTD Sales: \$0-\$199K	15	2	2	No Change
YTD Sales: \$200K-\$349K	104	79	59	-25.32%
YTD Sales: \$350K-\$549K	407	254	229	-9.84%
YTD Sales: \$550K-\$749K	147	93	124	+33.33%
YTD Sales: \$750K-\$999K	56	22	35	+59.09%
YTD Sales: \$1M+	18	8	3	-62.5%
YTD Average Days-On-Market	14.67	22.00	27.67	+25.76
YTD Average Sale Price	\$502,289.67	\$508,958.00	\$511,840.33	+0.57%
YTD Median Sale Price	\$450,000.00	\$473,500.00	\$488,000.00	+3.06%



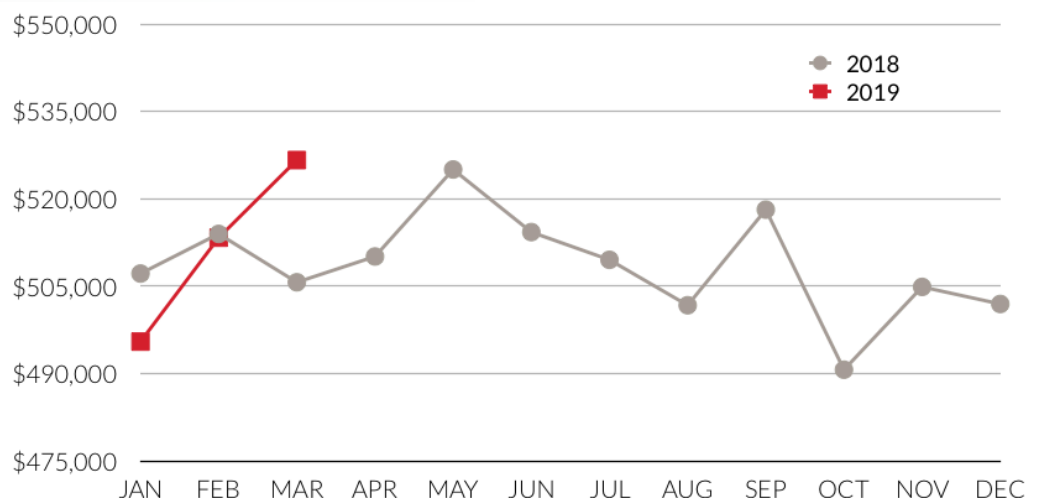
# AVERAGE SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



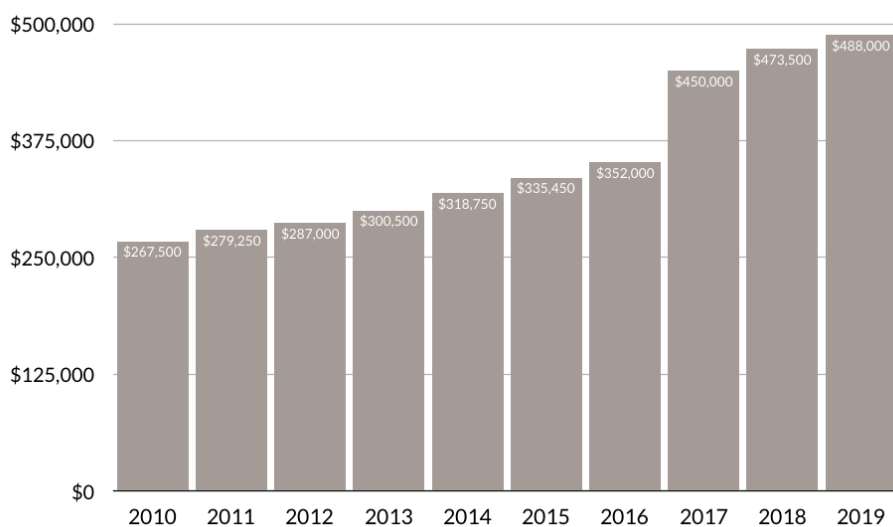
### MONTH OVER MONTH 2018 VS. 2019



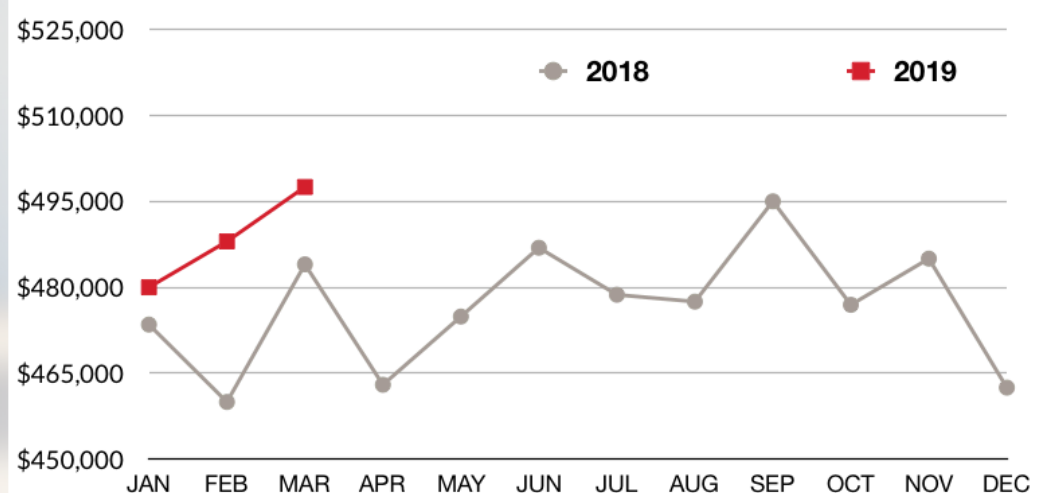
# MEDIAN SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

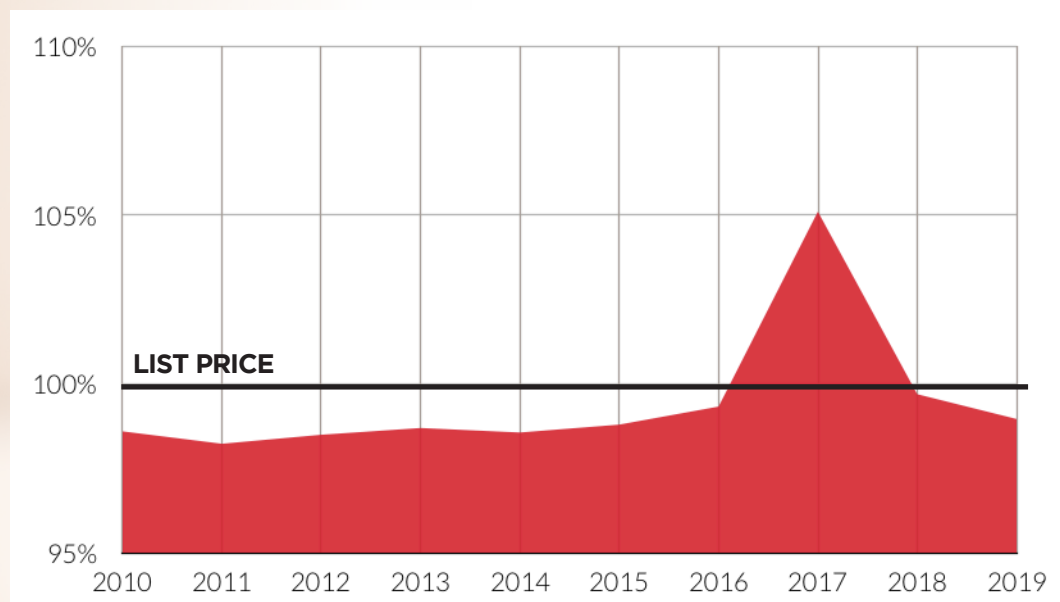


\* Median sale price is based on residential sales (including freehold and condominiums).

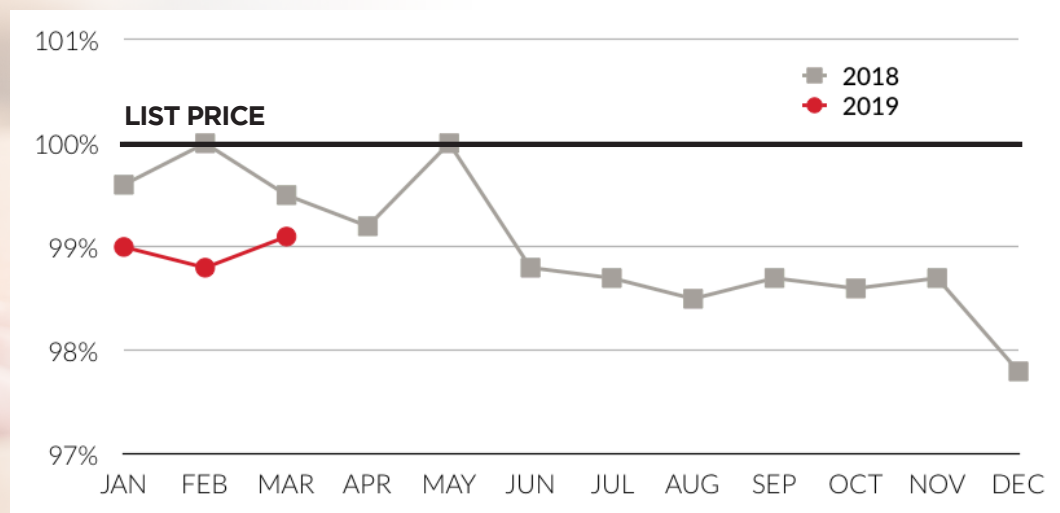
# SALE PRICE vs. LIST PRICE RATIO

## CITY OF GUELPH

### YEAR OVER YEAR



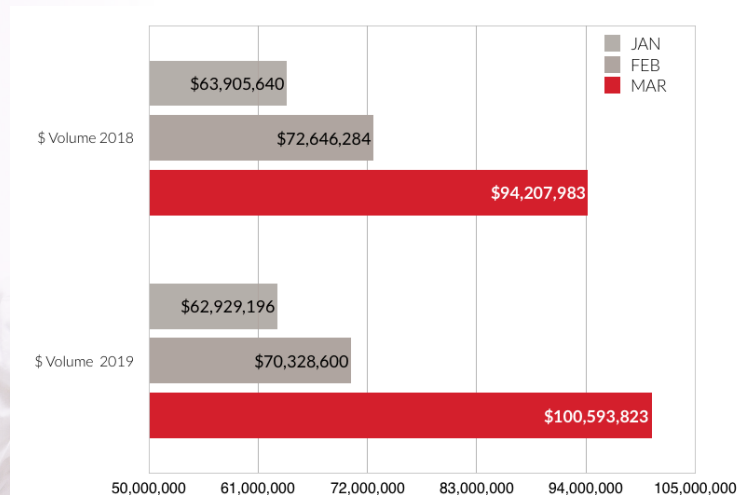
### MONTH OVER MONTH 2018 VS. 2019



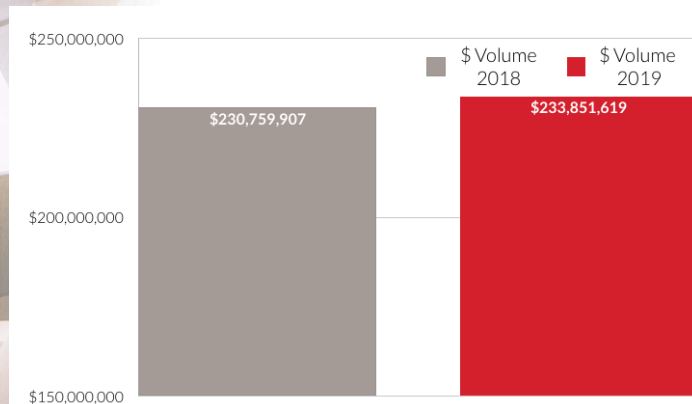
# \$ VOLUME SALES

## CITY OF GUELPH

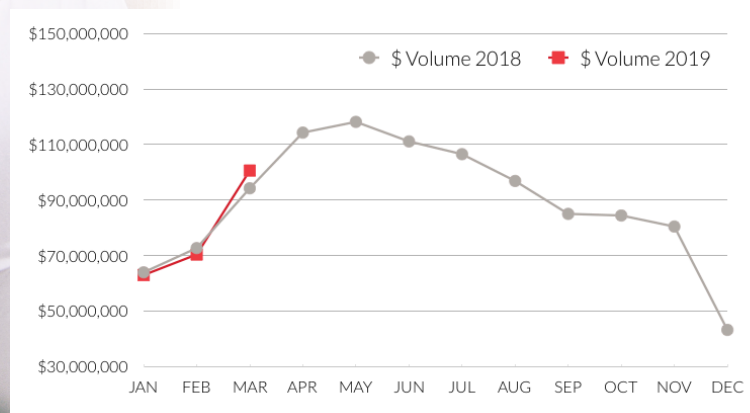
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



### Month vs. Month 2018 vs. 2019



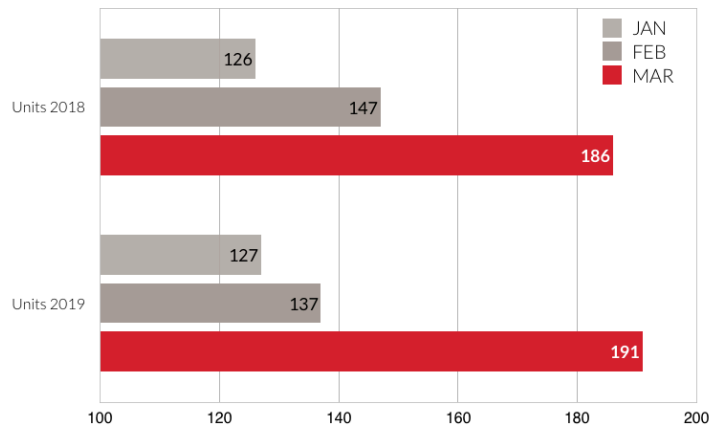




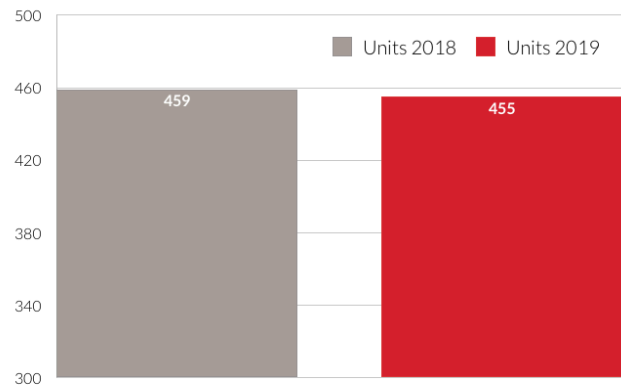
# UNIT SALES

## CITY OF GUELPH

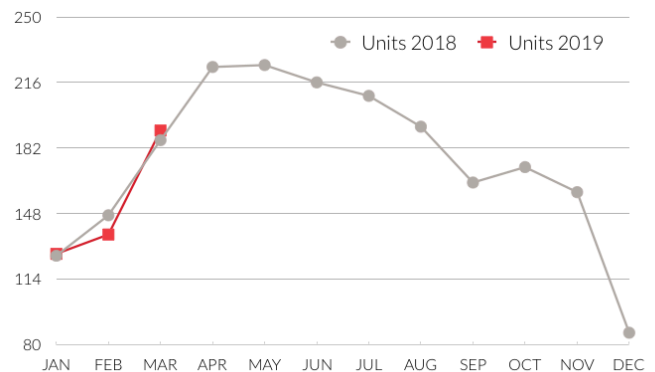
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



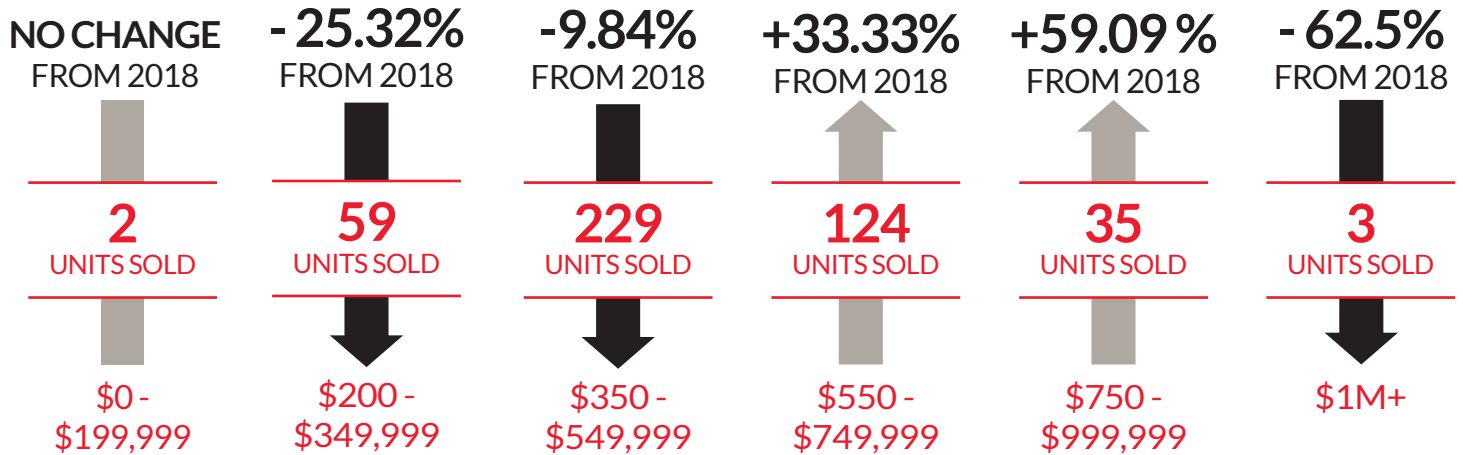
### Month vs. Month 2018 vs. 2019





# SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



# SALES BY TYPE

## CITY OF GUELPH - YEAR TO DATE

### FREEHOLD HOME SALES

-1.58%

YTD  
SALES VOLUME  
**\$154,691,635**

-5.3%

YTD  
UNIT SALES  
**268**

+3.92%

YTD AVERAGE  
SALE PRICE  
**\$577,208**

-5.44%

MARCH  
SALES VOLUME  
**\$66,426,654**

-8.06%

MARCH  
UNIT SALES  
**114**

### CONDOMINIUM HOME SALES

+12.33%

YTD  
SALES VOLUME  
**\$69,983,984**

+6.67%

YTD  
UNIT SALES  
**176**

+5.31%

YTD AVERAGE  
SALE PRICE  
**\$397,636.27**

+30.52%

MARCH  
SALES VOLUME  
**\$29,287,169**

+23.73%

MARCH  
UNIT SALES  
**73**

### VACANT LAND SALES

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

YTD  
SALES VOLUME  
**\$440,000**

YTD  
UNIT SALES  
**1**

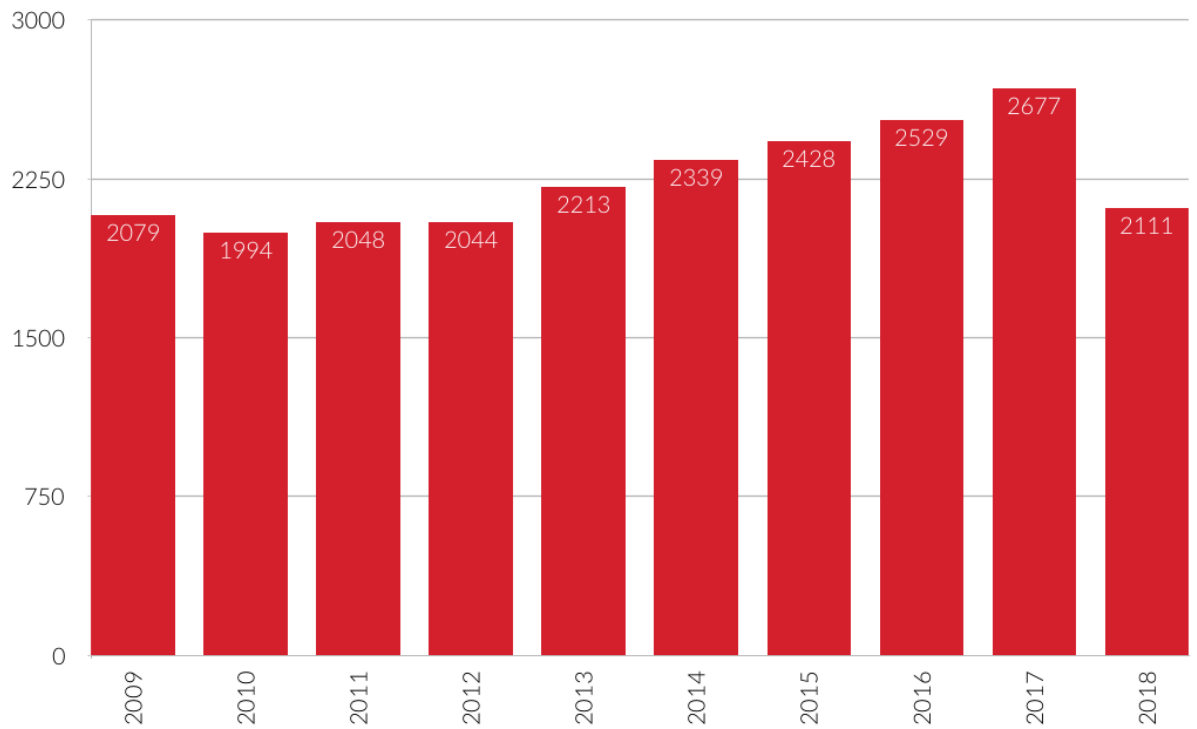
YTD AVERAGE  
SALE PRICE  
**\$440,000**

MARCH  
SALES VOLUME  
**\$0**

MARCH  
UNIT SALES  
**0**

# 10 YEAR MARKET ANALYSIS

## CITY OF GUELPH - UNITS SOLD



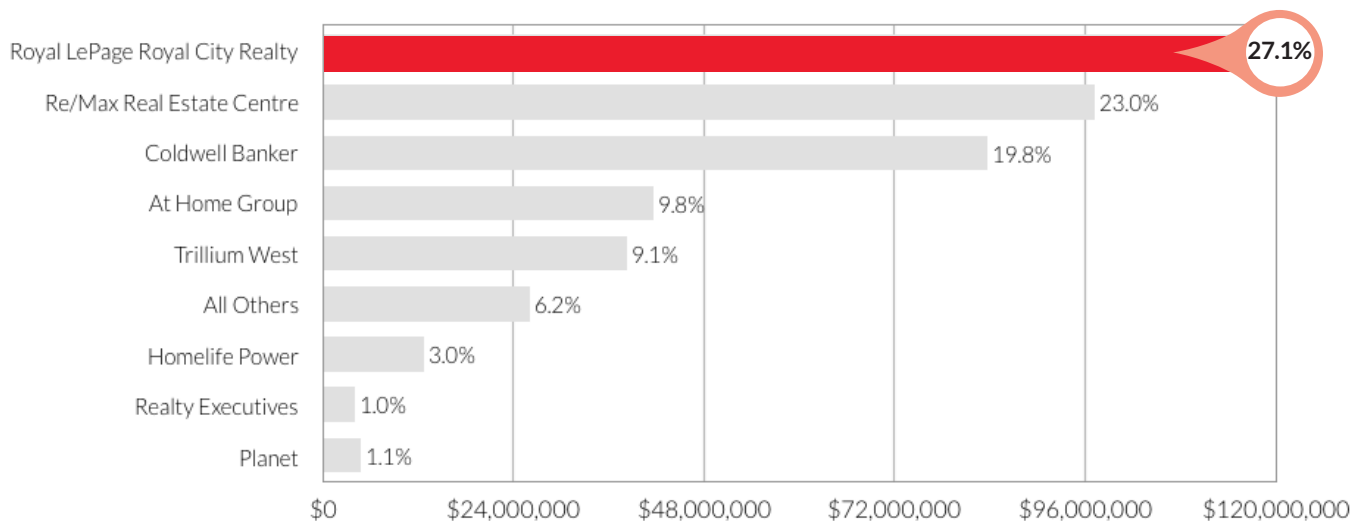


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

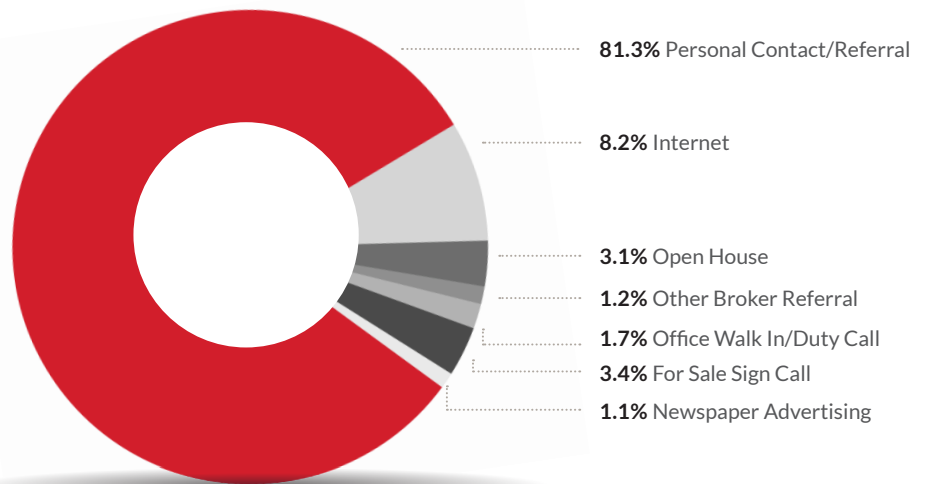
### MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - March 2019

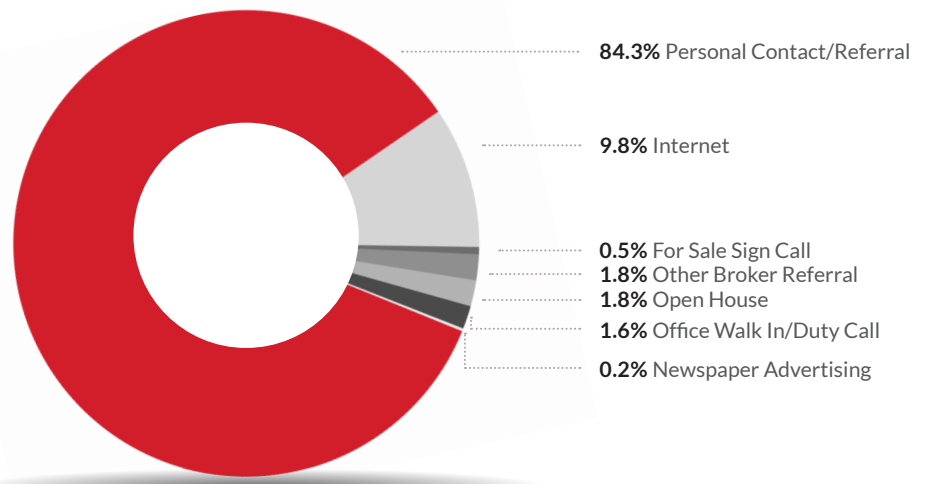


# SOURCE OF BUSINESS

## 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