

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

MARCH 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

SALES ACTIVITY HAS DECREASED IN THIS SMALL SAMPLE SIZE BUT GUELPH/ERAMOSA REMAINS HEALTHY AS WE HEAD INTO THE SPRING MARKET.



YEAR-TO-DATE SALES VOLUME OF \$26,032,300

Up 3.25% from 2018's \$25,214,100. Unit sales of 30 are up 15.38% from 2018's 26, with 65 new listings down 10.96%, and a 46.15% sales/listings ratio up 10.54%.



MARCH SALES VOLUME OF \$11,115,800

Down 32.52% from 2018's \$16,473,500. Unit sales of 13 are down 13.33% from 2018's 15, with 30 new listings down 6.25%, and a 43.33% sales/listings ratio down 3.54%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$869,037

Down from \$899,679 one year ago. Median sale price \$835,000 up from \$625,000 one year ago. Average days-on-market down 9 days to 46 compared to last year.



MARCH Numbers

MEDIAN SALE PRICE +15.84%

\$680,000

SALES VOLUME -32.52%

\$11,115,800

UNIT SALES -13.33%

13

NEW LISTINGS -6.25%

30

EXPIRED LISTINGS -100%

0

UNIT SALES/LISTINGS RATIO -3.54%

43.33%

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

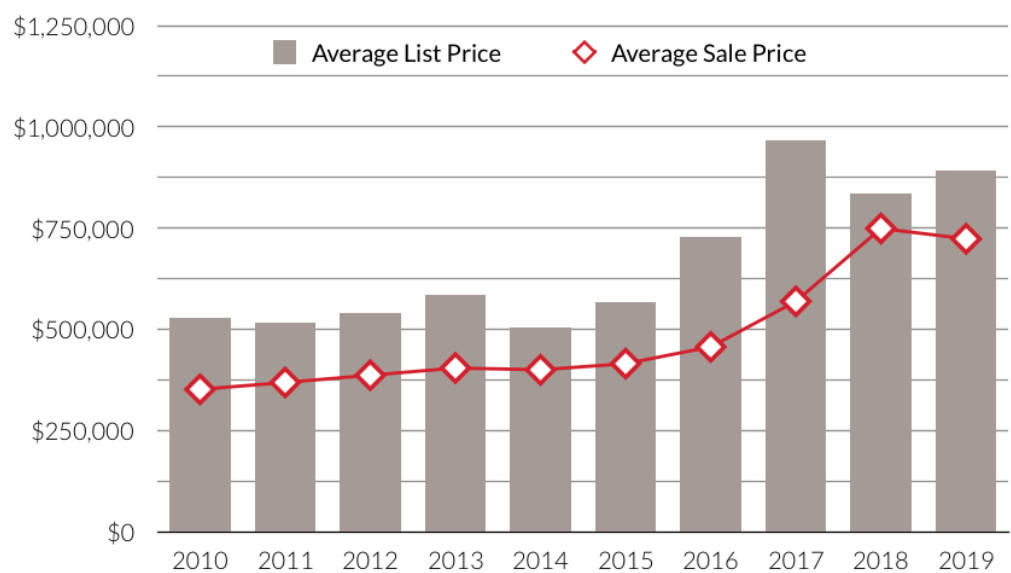
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$15,694,498	\$25,214,100	\$26,032,300	+3.25%
YTD Unit Sales	24	26	30	+15.38%
YTD New Listings	41	73	65	-10.96%
YTD Sales/Listings Ratio	58.54%	35.62%	46.15%	+10.54%
YTD Expired Listings	4	4	8	+100%
March Volume Sales	\$5,512,998	\$16,473,500	\$11,115,800	-32.52%
March Unit Sales	8	15	13	-13.33%
March New Listings	12	32	30	-6.25%
March Sales/Listings Ratio	66.67%	46.88%	43.33%	-3.54%
March Expired Listings	0	1	0	-100%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	2	2	0	-100%
YTD Sales: Under \$350K-\$549K	8	7	15	+114.29%
YTD Sales: Under \$550K-\$749K	7	6	10	+66.67%
YTD Sales: Under \$750K-\$999K	5	5	15	+200%
YTD Sales: \$1M+	2	6	6	No Change
YTD Average Days-On-Market	56.33	55	46	-9
YTD Average Sale Price	\$683,849	\$899,679	\$869,037	-3.41%
YTD Median Sale Price	\$600,100	\$625,000	\$835,000	+33.60%

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

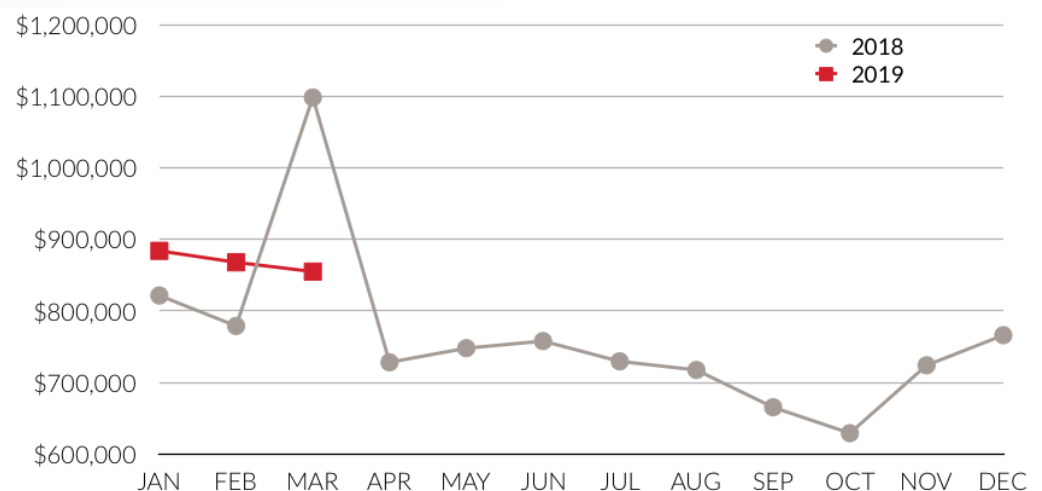
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



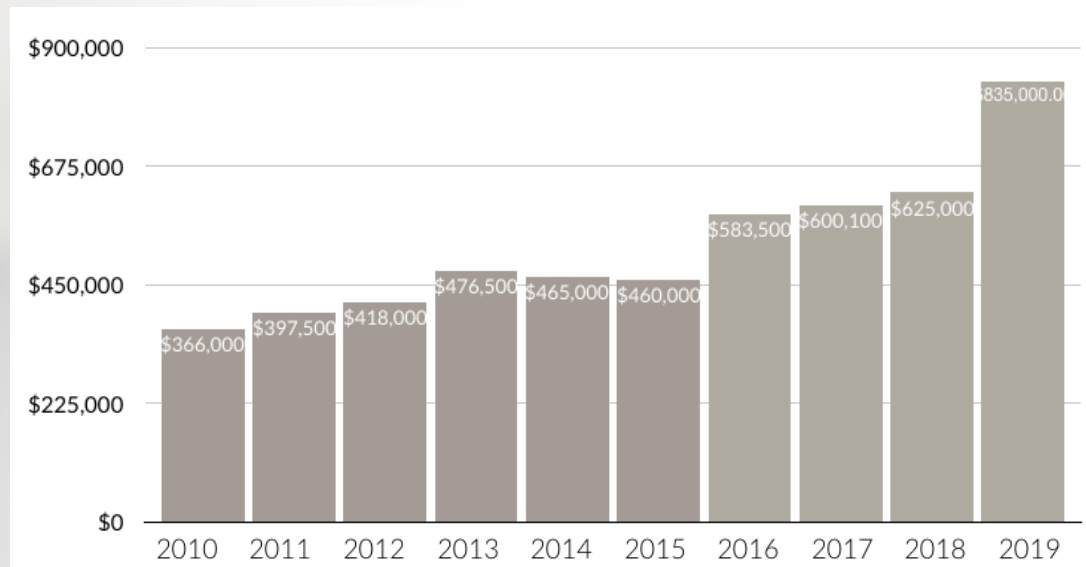
MONTH OVER MONTH 2018 VS. 2019



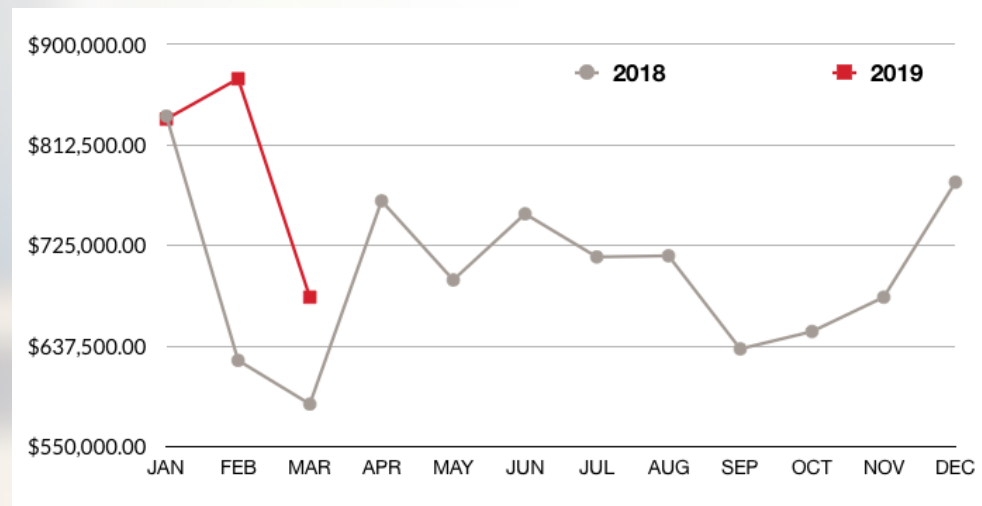
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

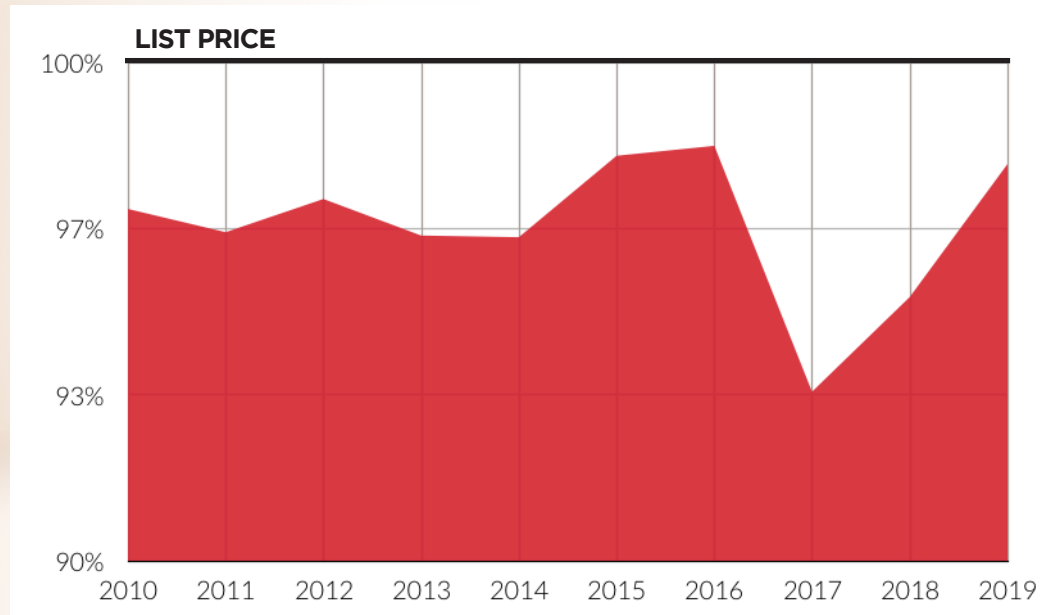


* Median sale price is based on residential sales (including freehold and condominiums).

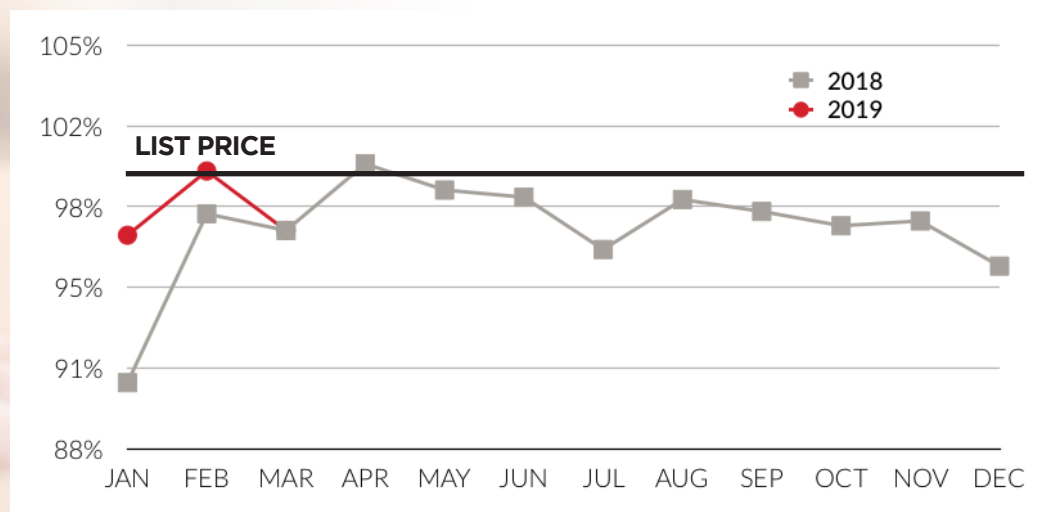
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



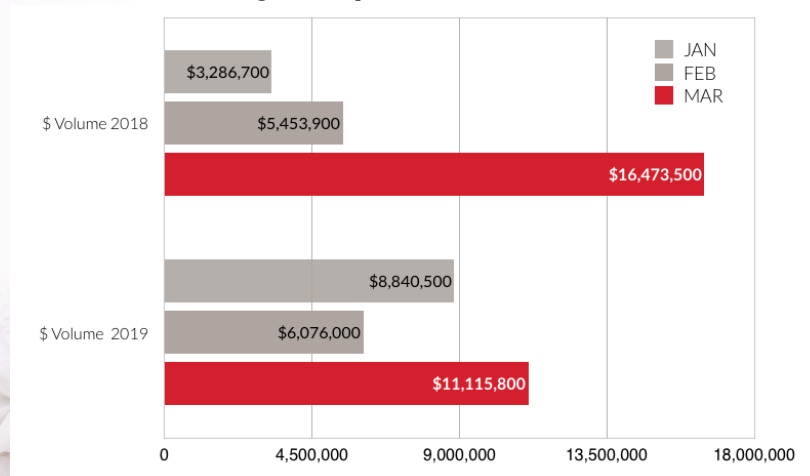
MONTH OVER MONTH 2018 VS. 2019



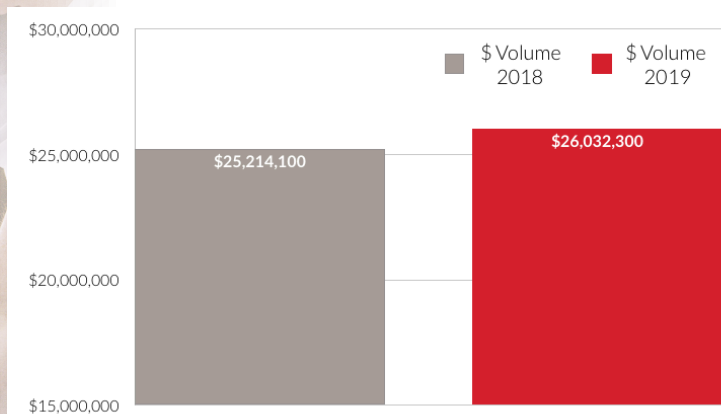
\$ VOLUME SALES

GUELPH ERAMOSA

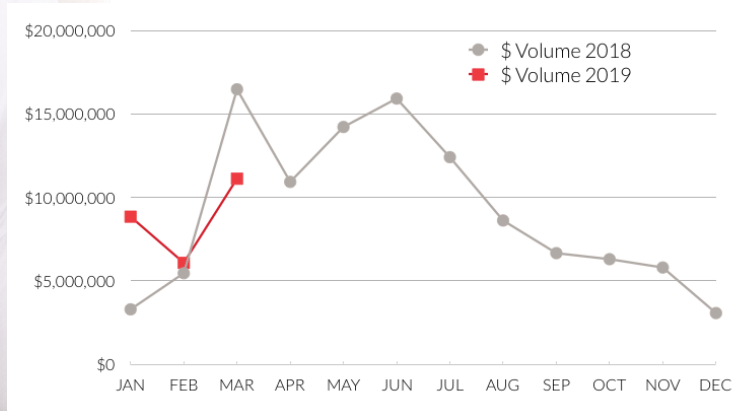
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

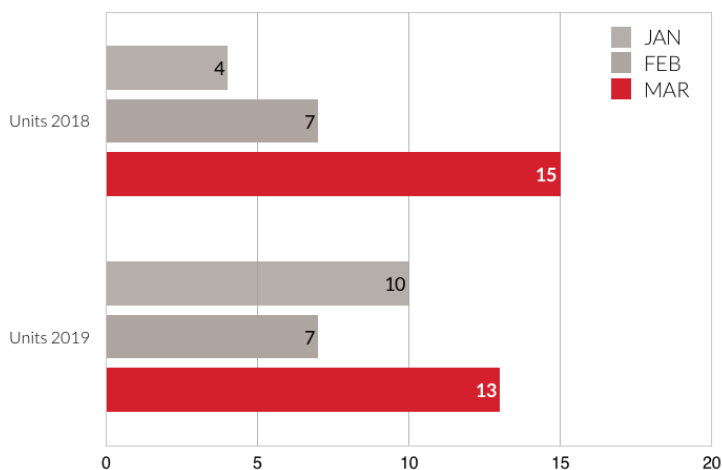




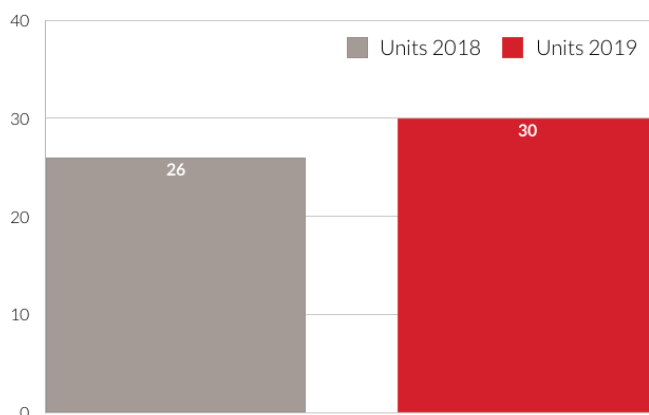
UNIT SALES

GUELPH ERAMOS

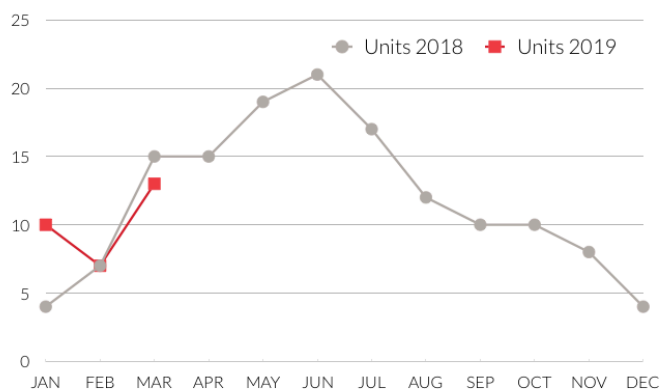
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

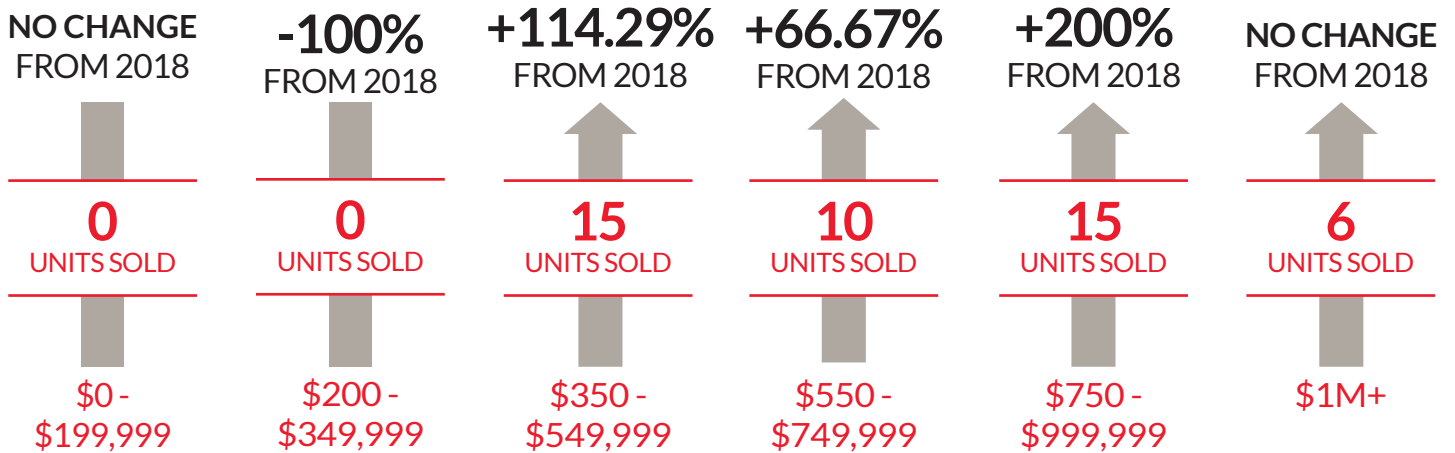


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

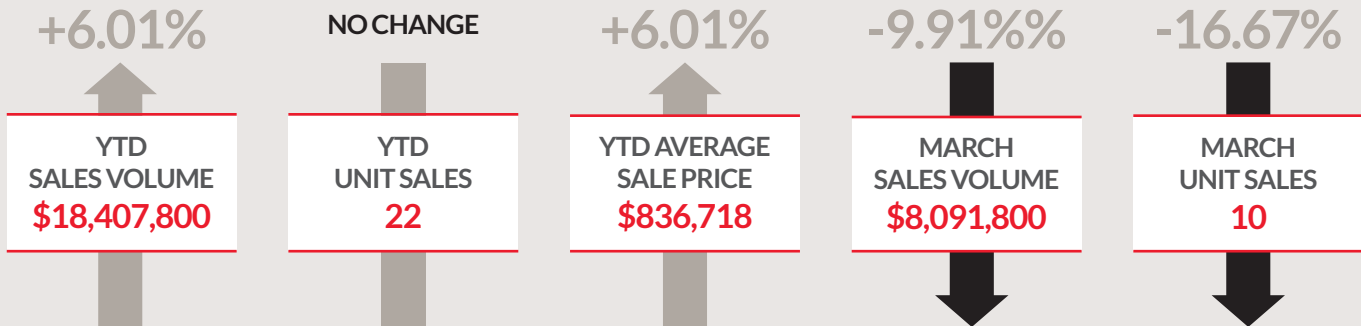
GUELPH ERAMOSIA- YEAR TO DATE



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



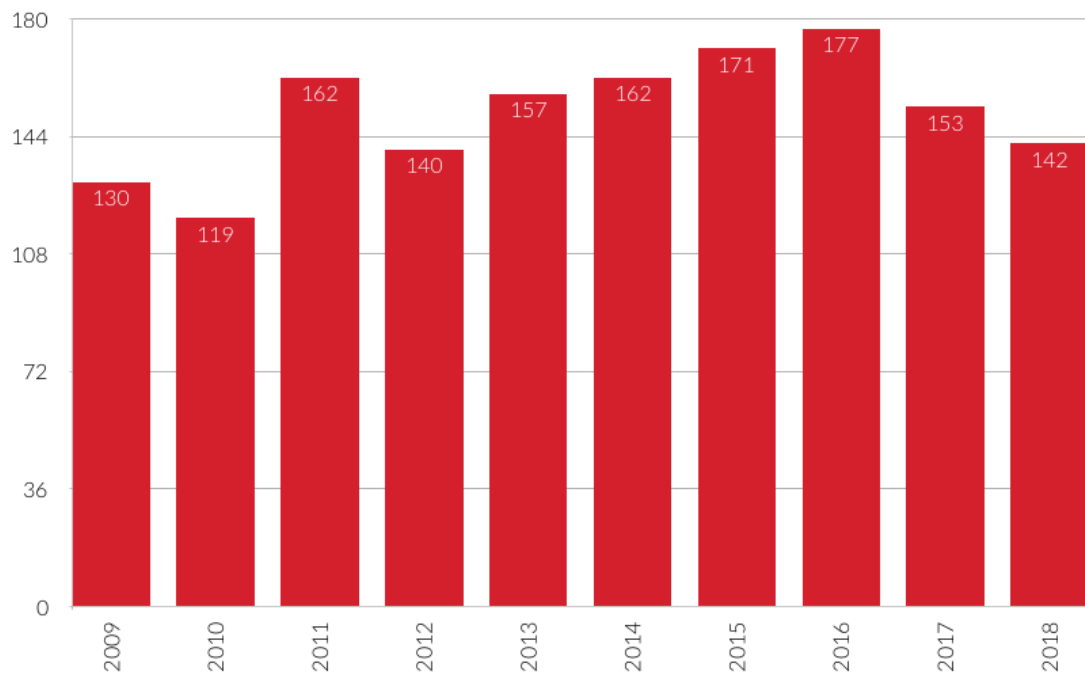
VACANT LAND SALES

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



10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

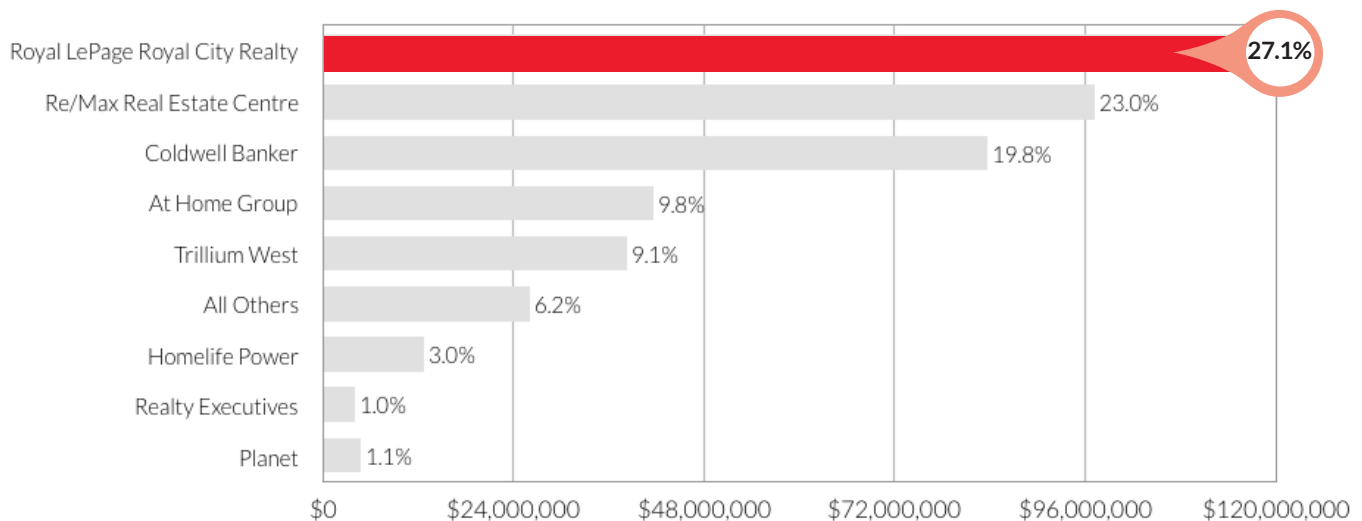


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

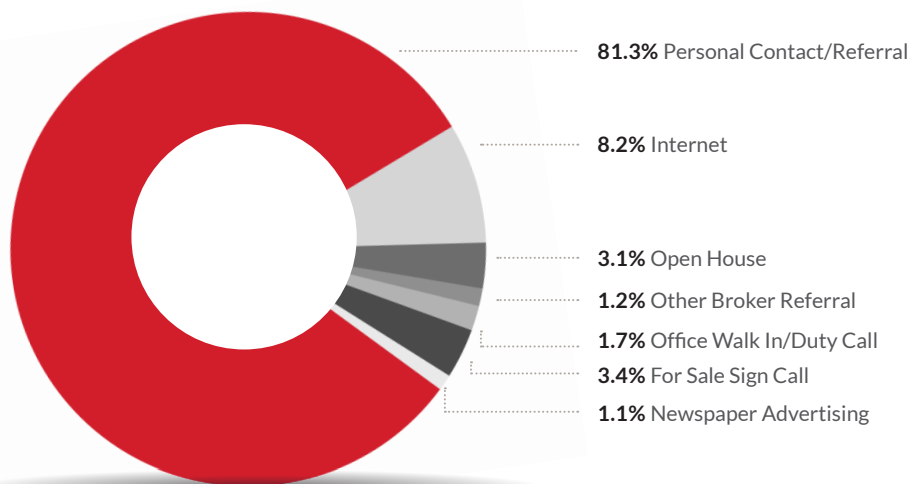
MARKET SHARE BY \$VOLUME

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

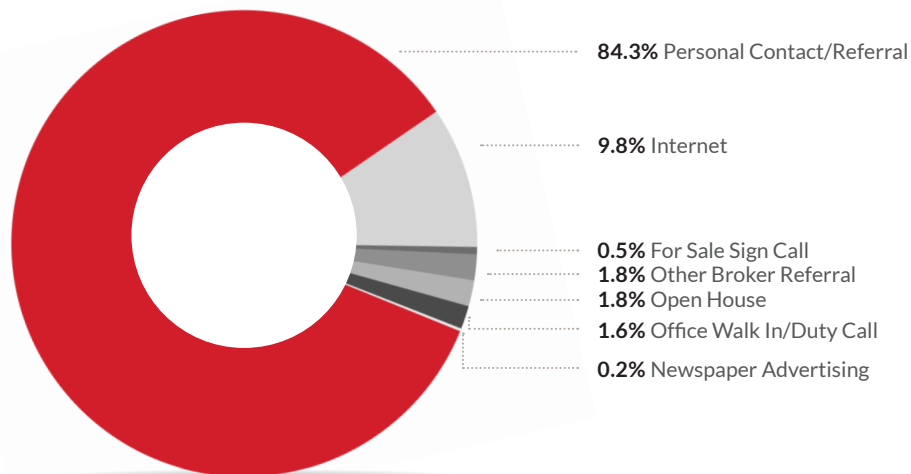


SOURCE OF BUSINESS

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