

CITY OF GUELPH REAL ESTATE MARKET REPORT

APRIL 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

THE GUELPH REAL ESTATE MARKET REMAINS HEALTHY AS SALE PRICES, INVENTORY, AND UNIT SALES CONTINUE TO INCREASE.



YEAR-TO-DATE SALES VOLUME OF \$368,376,146

Up 6.77% from 2018's \$345,026,195. Unit sales of 706 are up 3.37% from 2018's 683, with 1,121 new listings up 5.56%, and a 62.98% sales/listings ratio down 1.33%.



APRIL SALES VOLUME OF \$129,122,110

Up 13% from 2018's \$114,266,288. Unit sales of 240 are up 7.14% from last April's 224, with 369 new listings up 16.4%, and a 65.04% sales/listing ratio down 5.15%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$517,947

Up from \$509,248 one year ago. Median sale price of \$490,500 up from \$468,250 one year ago. Average days-on-market of 26.25 is up 3.25 days compared to last year.



APRIL Numbers

MEDIAN SALE PRICE +9.72%

\$508,000

SALES VOLUME +13%

\$129,122,110

UNIT SALES +7.14%

240

NEW LISTINGS +16.4%

369

EXPIRED LISTINGS +75%

28

UNIT SALES/LISTINGS RATIO -5.15%

65.04%

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



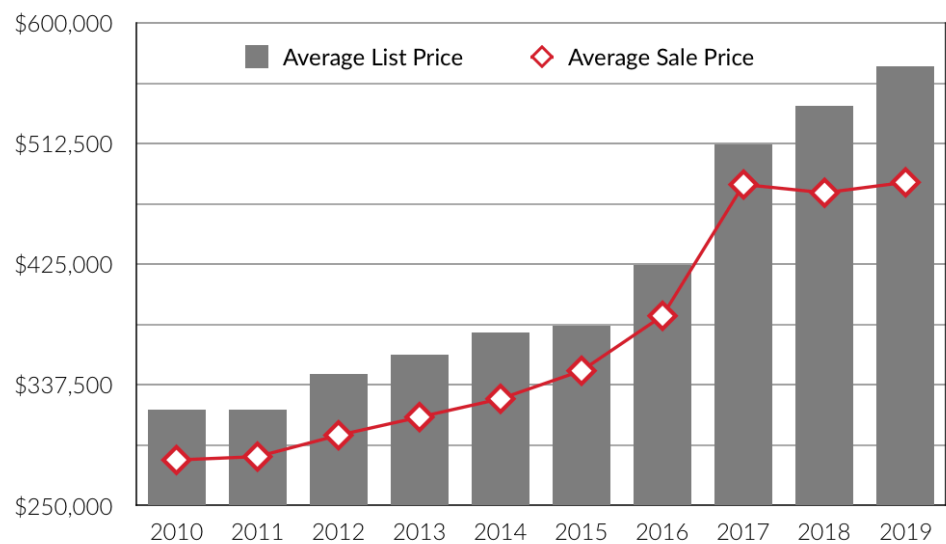
Table 1:
City of Guelph MLS Sales and Listing Summary
 2017 vs. 2018 vs. 2019
 Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$465,719,840	\$345,026,195	\$368,376,146	+6.77%
YTD Unit Sales	892	683	706	+3.37%
YTD New Listings	1,093	1,062	1,121	+5.56%
YTD Sales/Listings Ratio	81.61%	64.31%	62.98%	-1.33%
YTD Expired Listings	32	50	84	+68%
April Sales Volume	\$126,559,749	\$114,266,288	\$129,122,110	+13%
April Unit Sales	227	224	240	+7.14%
April New Listings	266	317	369	+16.40%
April Sales/Listings Ratio	85.00%	70.19%	65.04%	-5.15%
April Expired Listings	6	16	28	+75%
YTD Sales: \$0-\$199K	16	4	3	-25%
YTD Sales: \$200K-\$349K	133	118	90	-23.73%
YTD Sales: \$350K-\$549K	520	377	356	-5.57%
YTD Sales: \$550K-\$749K	223	131	192	+46.56%
YTD Sales: \$750K-\$999K	77	39	56	+43.59%
YTD Sales: \$1M+	27	13	9	-30.8%
YTD Average Days-On-Market	14.5	23	26.25	+3.25
YTD Average Sale Price	\$516,100.25	\$509,247.75	\$517,947	+1.71%
YTD Median Sale Price	\$482,500	\$468,250	\$490,500	+4.75%

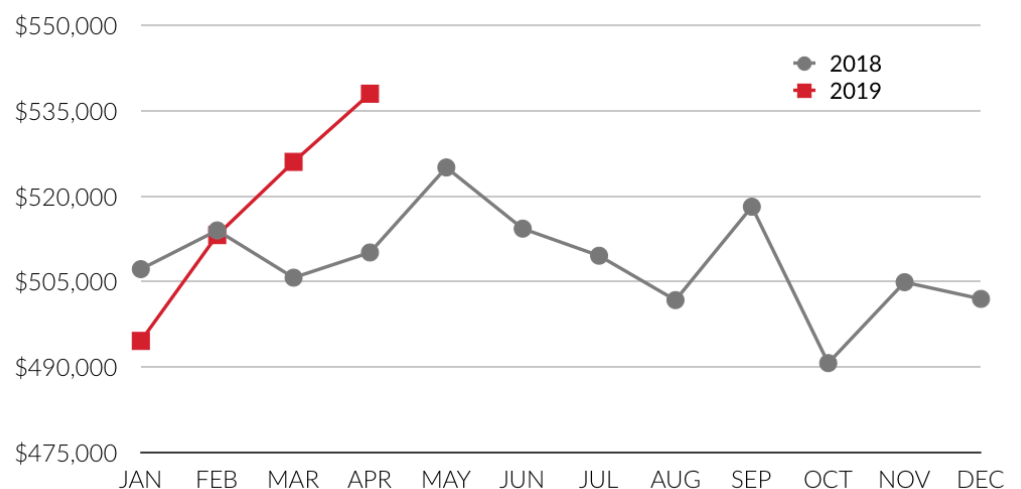
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



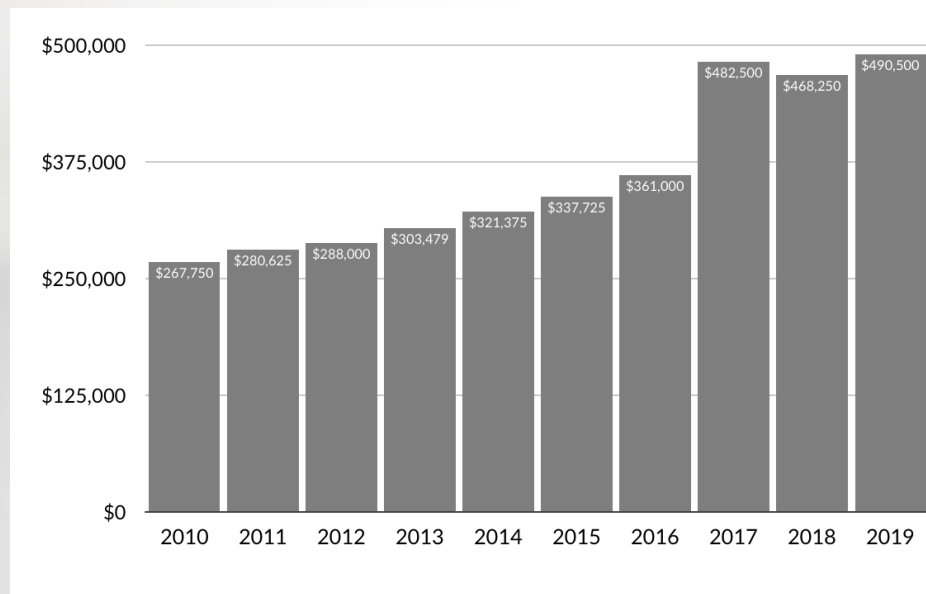
MONTH OVER MONTH 2018 VS. 2019



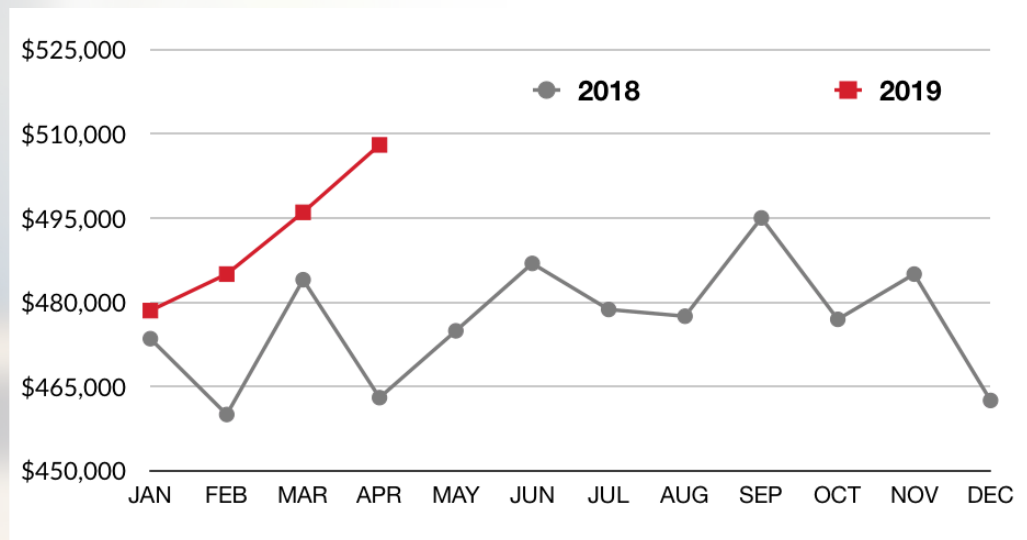
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

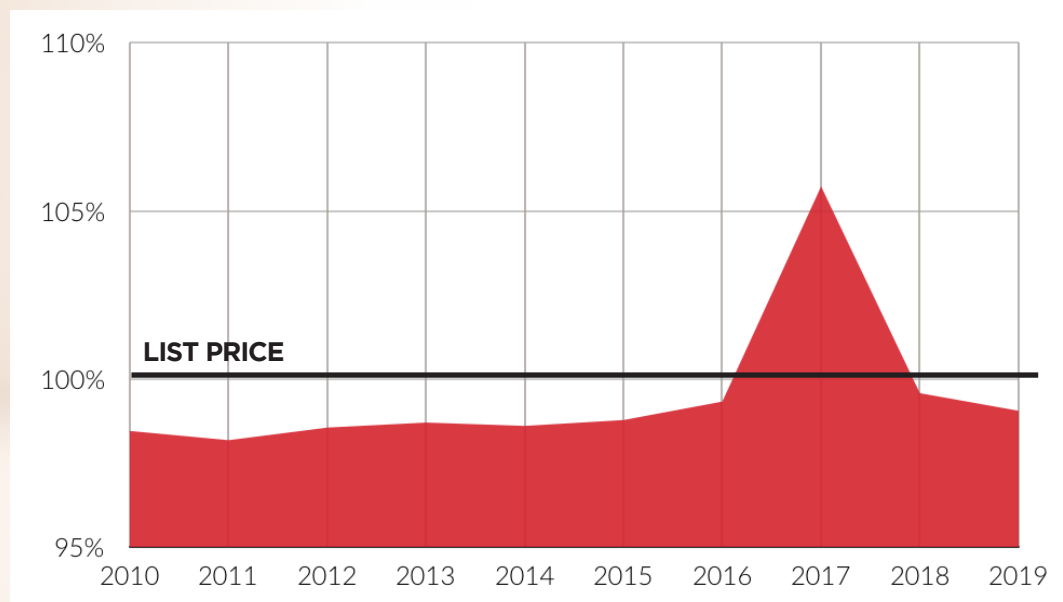


* Median sale price is based on residential sales (including freehold and condominiums).

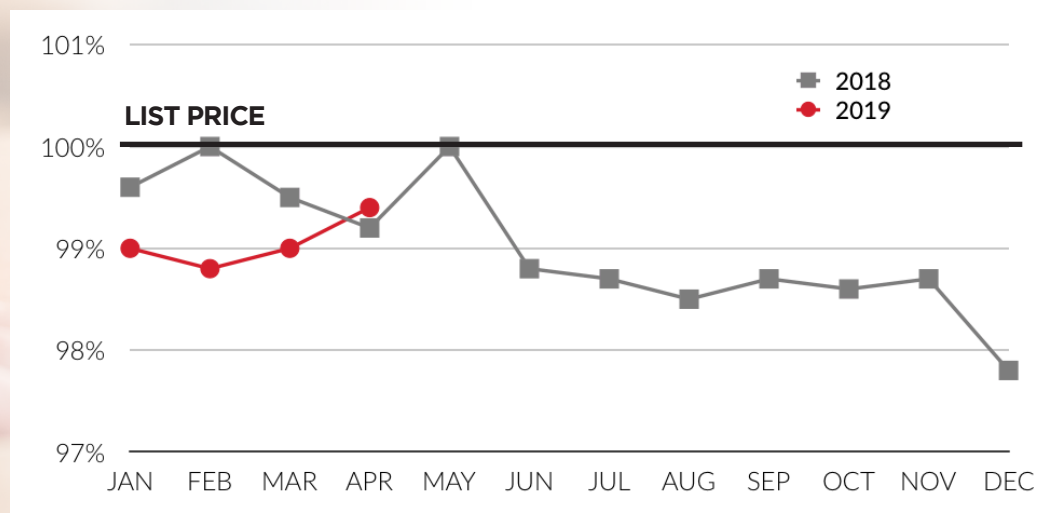
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



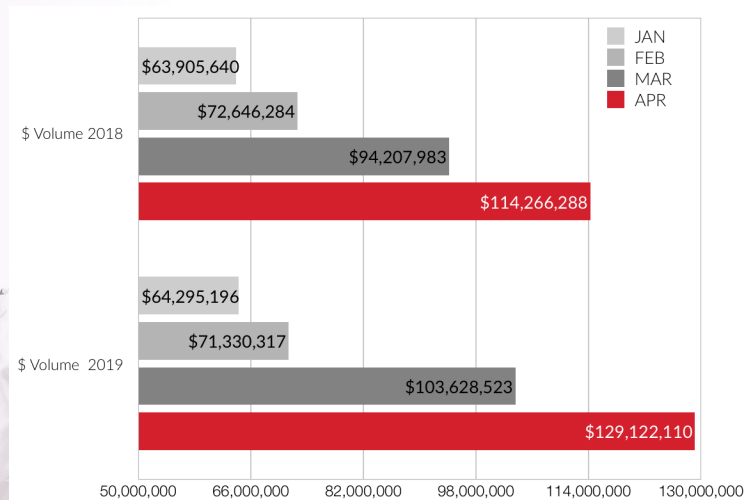
MONTH OVER MONTH 2018 VS. 2019



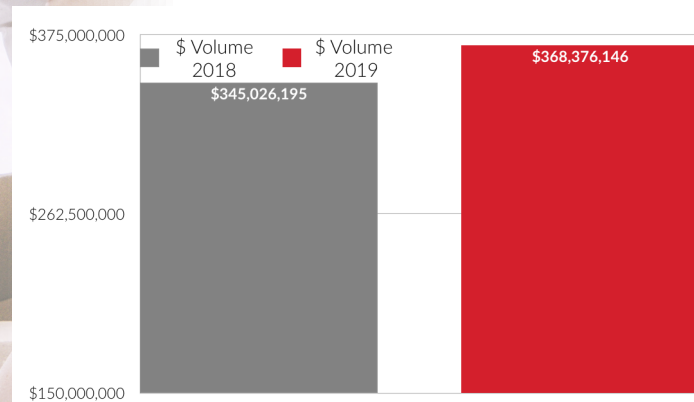
\$ VOLUME SALES

CITY OF GUELPH

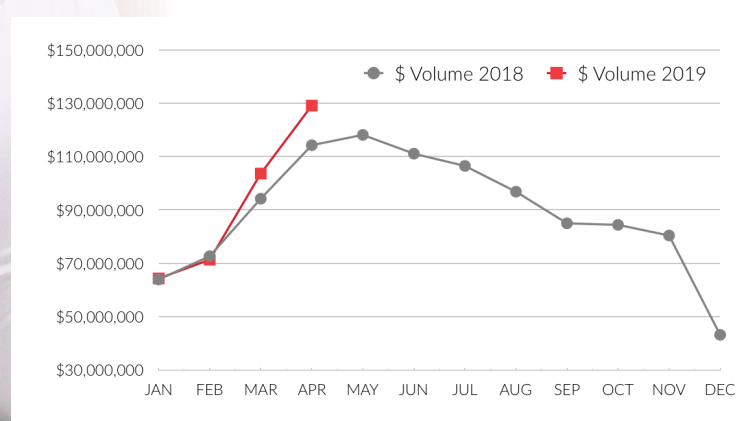
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

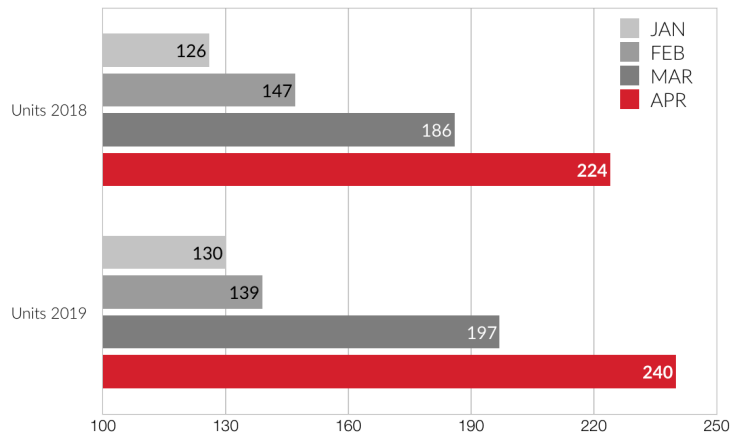




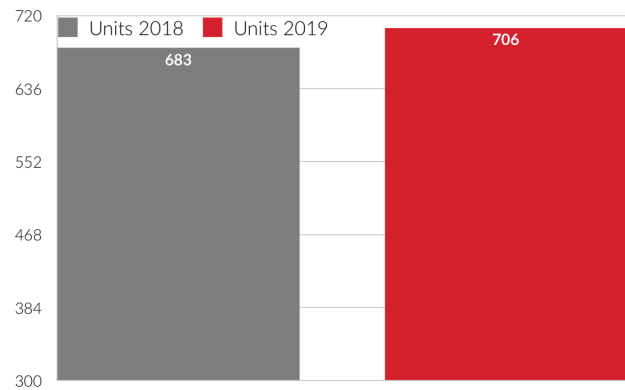
UNIT SALES

CITY OF GUELPH

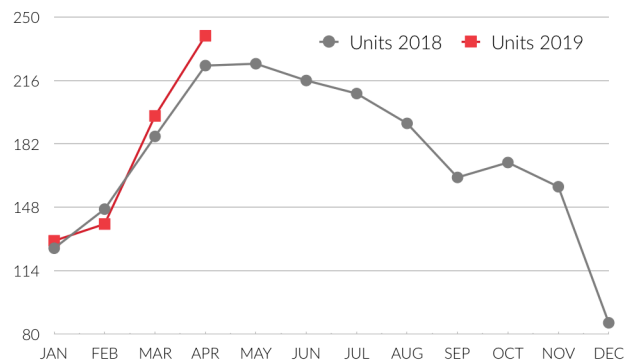
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

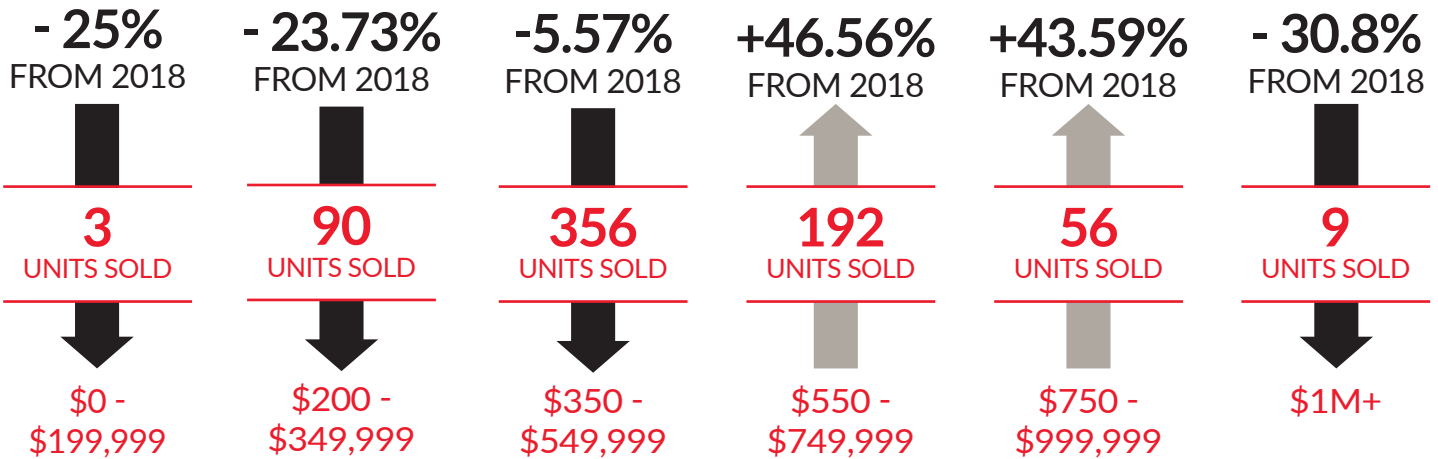


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



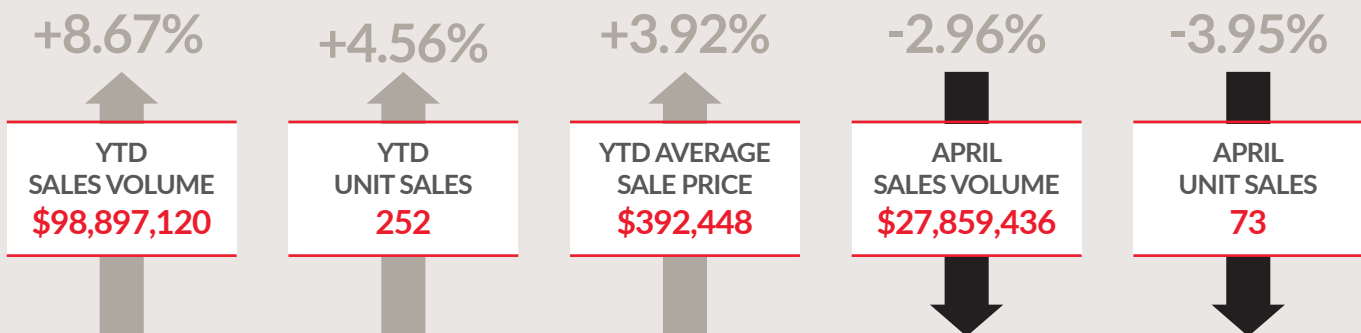
SALES BY TYPE

CITY OF GUELPH - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES



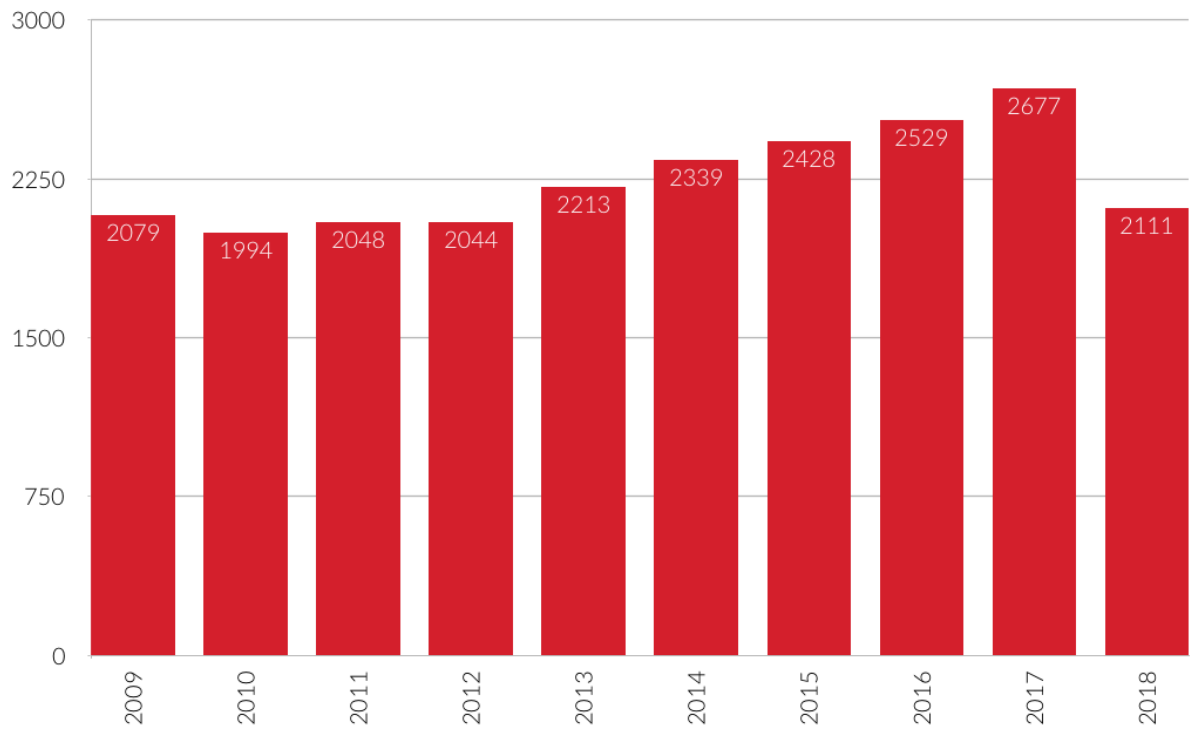
VACANT LAND SALES

*THERE WERE NO VACANT LAND SALES IN GUELPH FROM JANUARY TO APRIL 2018 TO COMPARE TO



10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

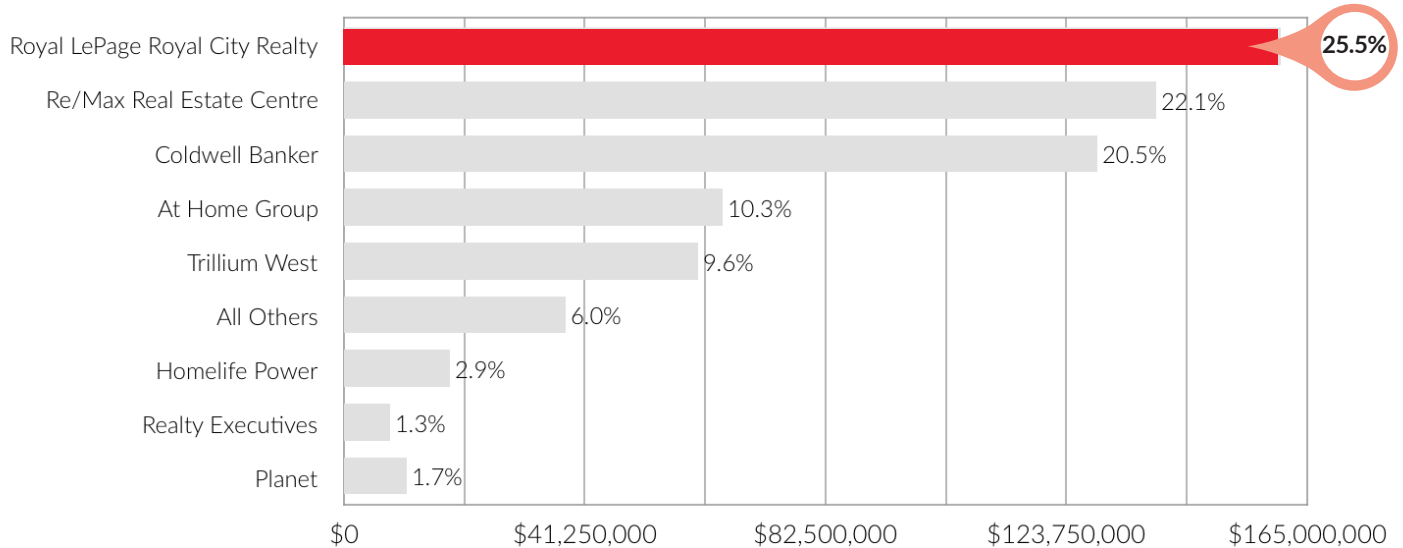


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

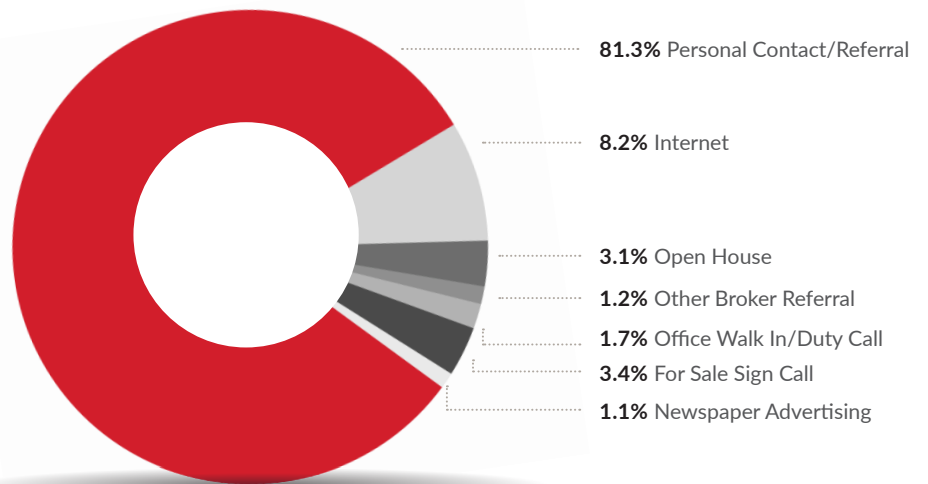
MARKET SHARE BY \$VOLUME

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

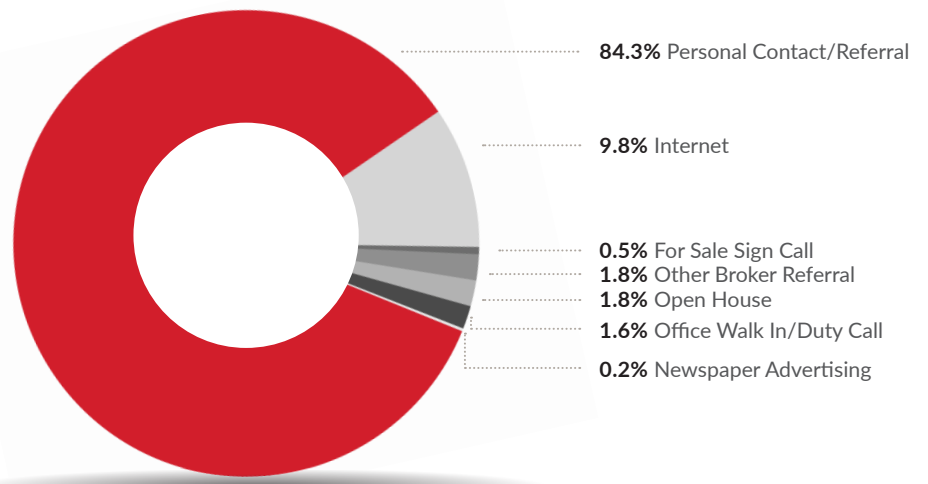


SOURCE OF BUSINESS

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