

CITY OF GUELPH REAL ESTATE MARKET REPORT

MAY 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

SALE PRICES AND UNIT SALES CONTINUE TO INCREASE, AND WITH SO MUCH DEMAND, THE GUELPH REAL ESTATE MARKET IS SEEING A DECREASE IN INVENTORY.



YEAR-TO-DATE SALES VOLUME OF \$514,805,364

Up **11.15%** from 2018's \$463,162,963. Unit sales of **975** are up **7.38%** from 2018's **908**, with **1,518** new listings up **2.85%**, and a **64.23%** sales/listings ratio up **2.71%**.



MAY SALES VOLUME OF \$145,834,318

Up **23.45%** from 2018's \$118,136,768. Unit sales of **268** are up **19.11%** from last May's **225**, with **397** new listings down **4.11%**, and a **67.51%** sales/listing ratio up **13.16%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$523,256

Up from **\$512,409** one year ago. Median sale price of **\$496,750** up from **\$473,500** one year ago. Average days-on-market of **25** is up **2** days from last year.



MAY Numbers

MEDIAN SALE PRICE +11.6%

\$530,000

SALES VOLUME +23.45%

\$145,834,318

UNIT SALES +19.11%

268

NEW LISTINGS -4.11%

397

EXPIRED LISTINGS +100%

24

UNIT SALES/LISTINGS RATIO +13.16%

67.51%

* Year over year comparison
(May 2018 to May 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 - May 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	\$614,743,209	\$463,162,963	\$514,805,364	+11.15%
YTD Unit Sales	1168	908	975	+7.38%
YTD New Listings	1570	1476	1518	+2.85%
YTD Sales/Listings Ratio	74.39%	61.52%	64.23%	+2.71%
YTD Expired Listings	47	78	108	+38.46%
May Sales Volume	\$149,023,369	\$118,136,768	\$145,834,318	+23.45%
May Unit Sales	276	225	268	+19.11%
May New Listings	477	414	397	-4.11%
May Sales/Listings Ratio	57.86%	54.35%	67.51%	+13.16%
May Expired Listings	9	12	24	+100%
YTD Sales: \$0-\$199K	16	4	3	-25%
YTD Sales: \$200K-\$349K	133	118	126	+6.78%
YTD Sales: \$350K-\$549K	520	377	479	+27.06%
YTD Sales: \$550K-\$749K	223	131	274	+109.16%
YTD Sales: \$750K-\$999K	77	39	79	+102.56%
YTD Sales: \$1M+	27	13	14	+7.7%
YTD Average Days-On-Market	14	23	25	+8.7%
YTD Average Sale Price	\$520,868	\$512,409	\$523,256	+2.12%
YTD Median Sale Price	\$489,950	\$473,500	\$496,750	+4.91%

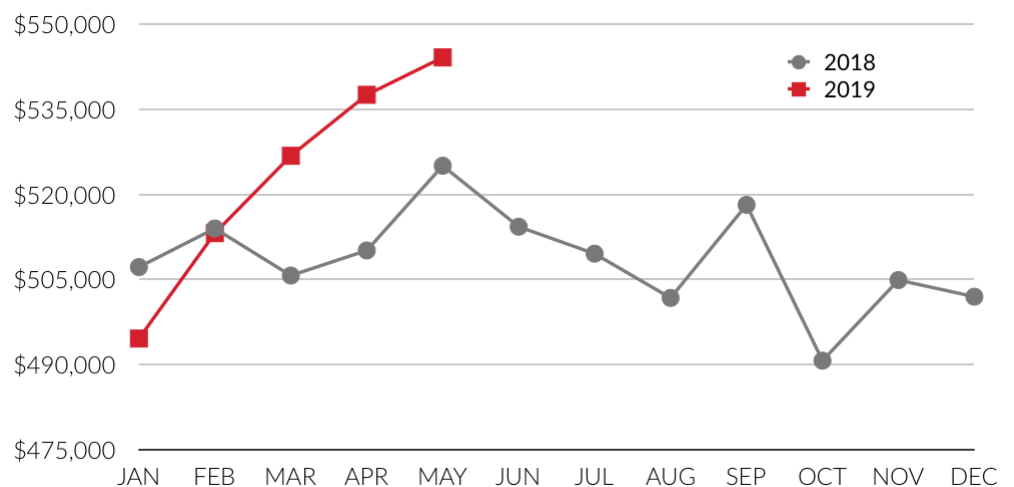
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



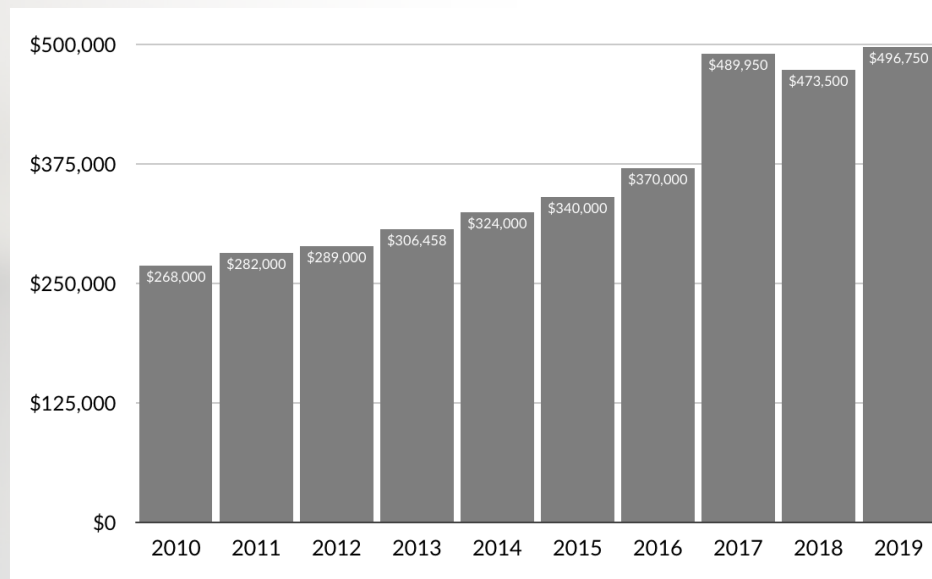
MONTH OVER MONTH 2018 VS. 2019



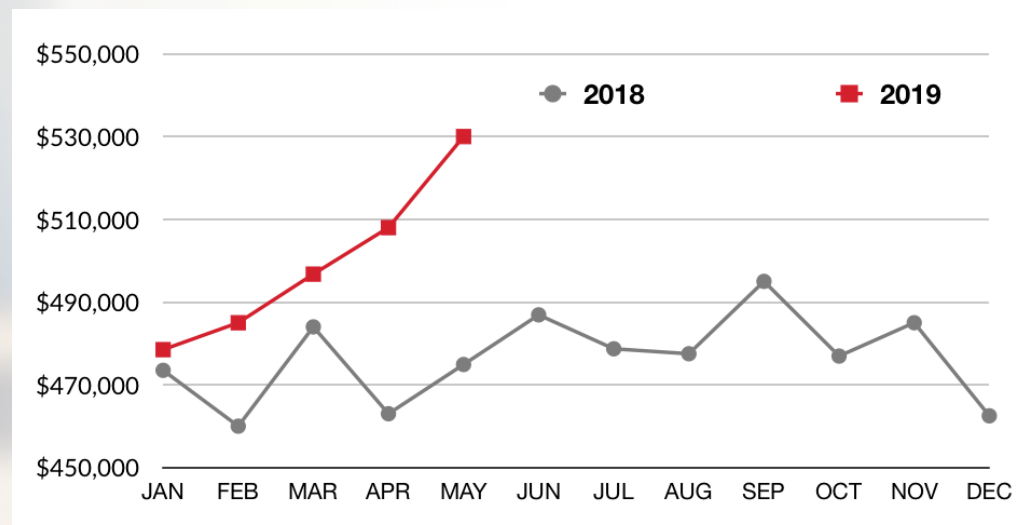
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

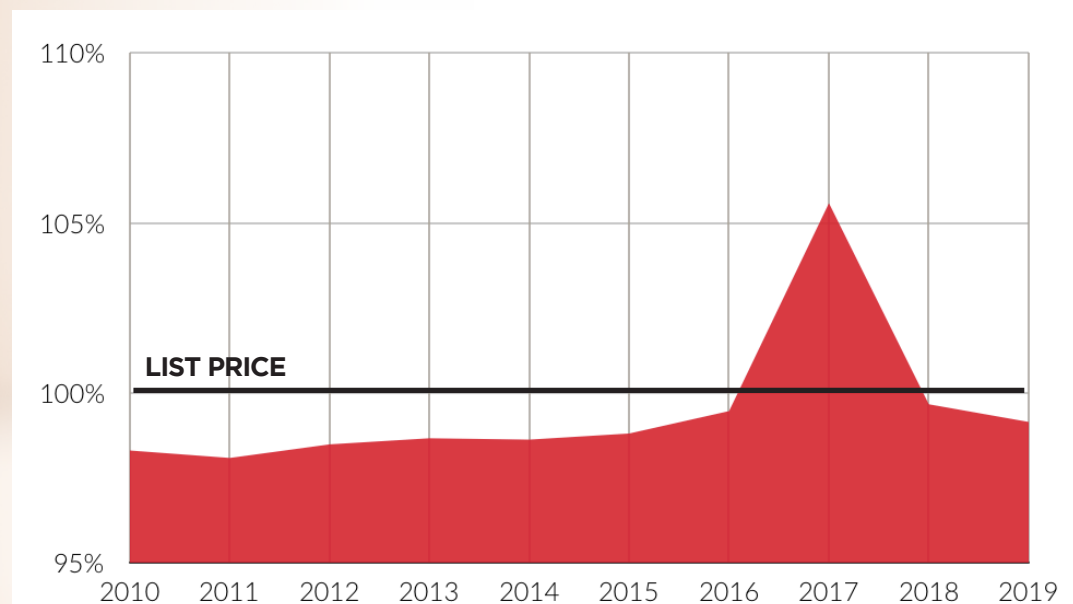


* Median sale price is based on residential sales (including freehold and condominiums).

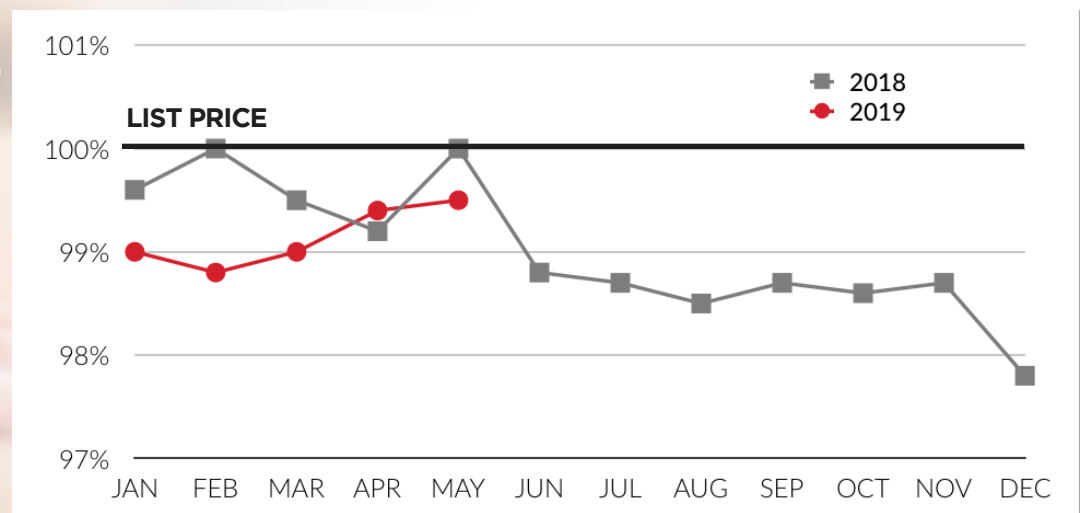
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



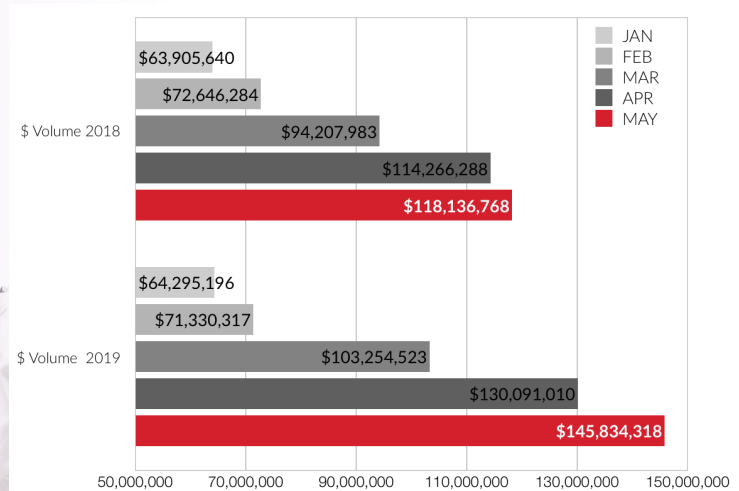
MONTH OVER MONTH 2018 VS. 2019



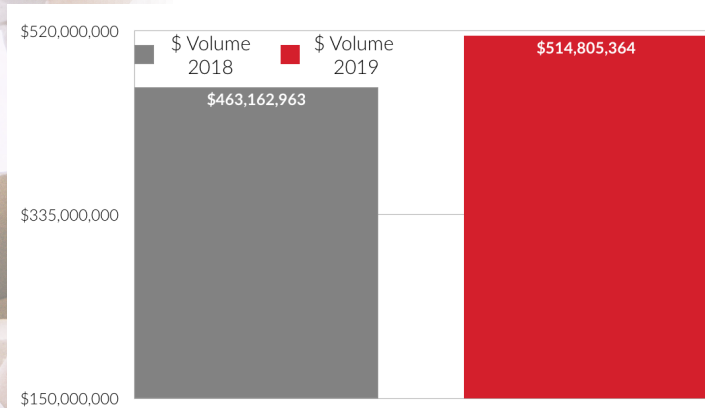
\$ VOLUME SALES

CITY OF GUELPH

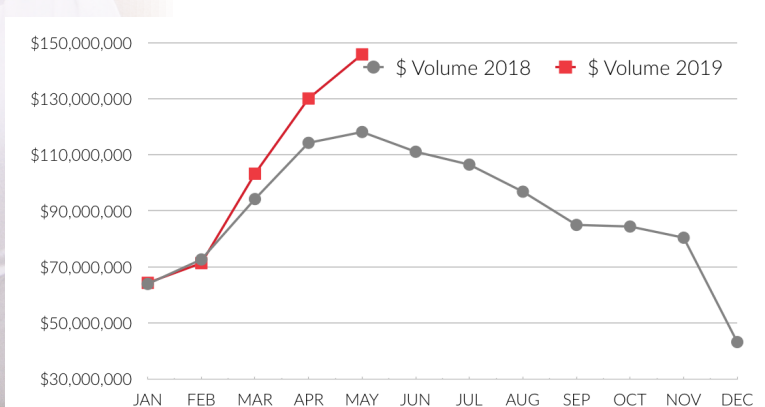
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

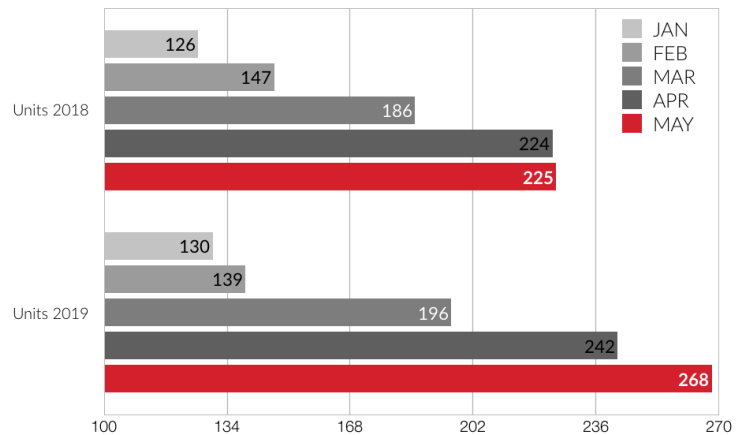




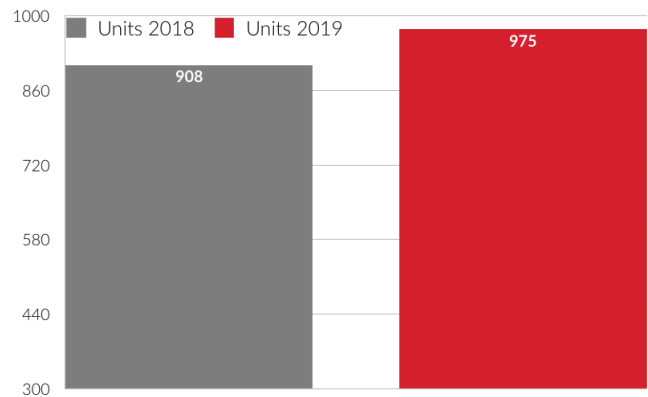
UNIT SALES

CITY OF GUELPH

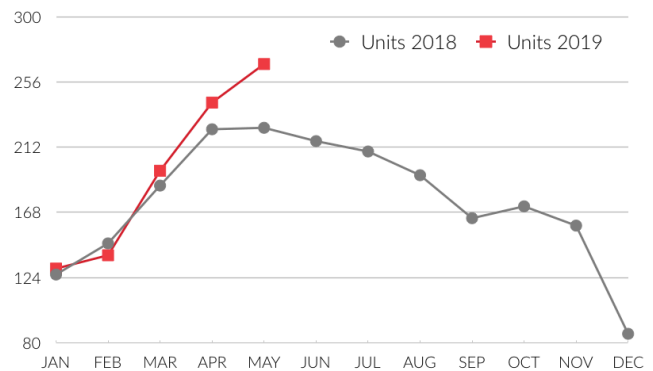
Monthly Comparison 2018 vs. 2019



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

FREEHOLD HOME SALES

+12.21%

YTD
SALES VOLUME
\$367,995,118

+7.06%

YTD
UNIT SALES
622

+4.81%

YTD AVERAGE
SALE PRICE
\$591,632

+20.85%

MAY
SALES VOLUME
\$110,100,092

+18.06%

MAY
UNIT SALES
183

CONDOMINIUM HOME SALES

+12.25%

YTD
SALES VOLUME
\$129,721,299

+7.49%

YTD
UNIT SALES
330

+4.43%

YTD AVERAGE
SALE PRICE
\$393,094

+25.74%

MAY
SALES VOLUME
\$30,874,279

+18.18%

MAY
UNIT SALES
78

VACANT LAND SALES

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

YTD
SALES VOLUME
\$440,000

YTD
UNIT SALES
1

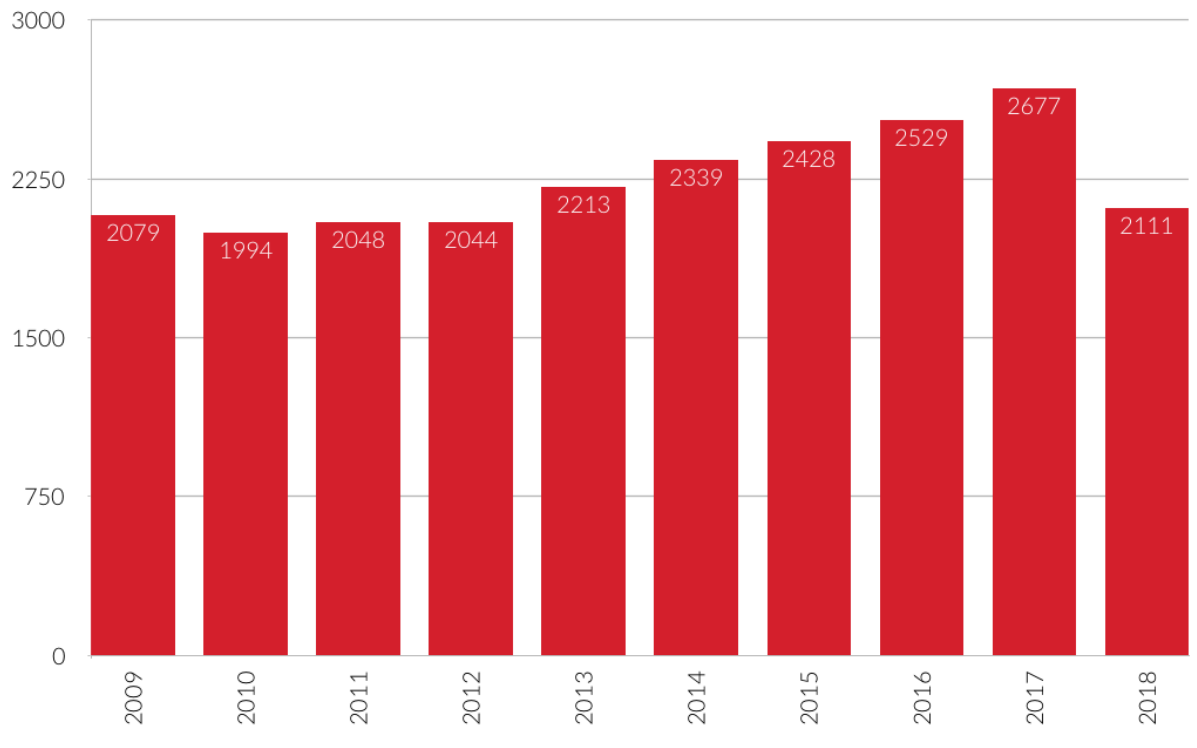
YTD AVERAGE
SALE PRICE
\$440,000

MAY
SALES VOLUME
\$0

MAY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

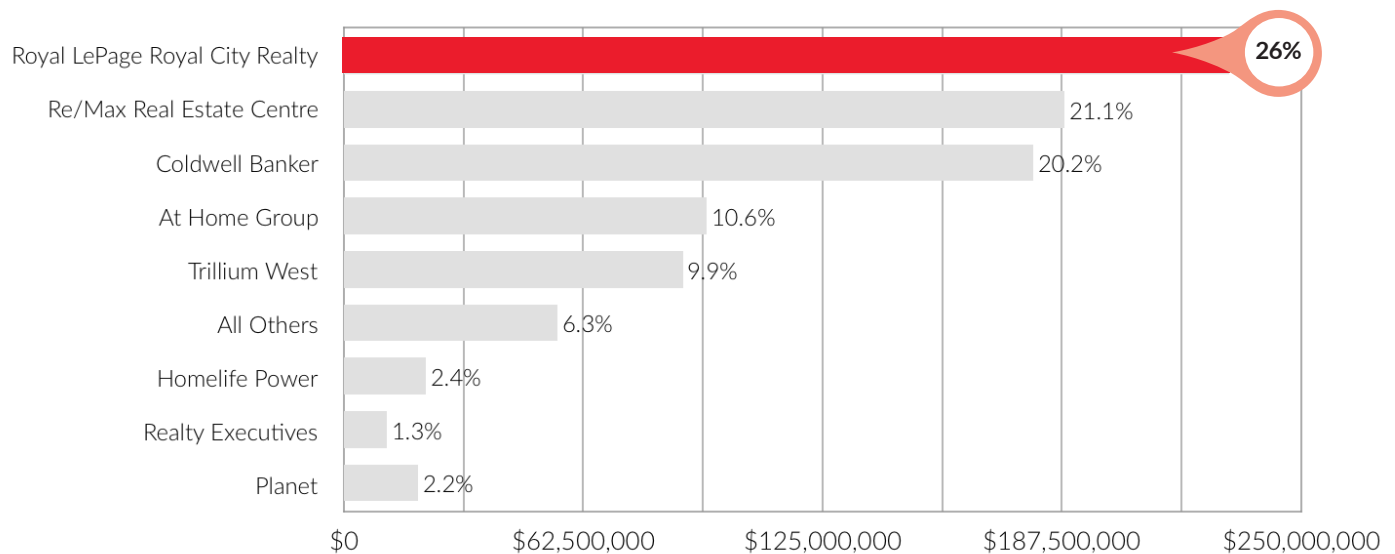


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

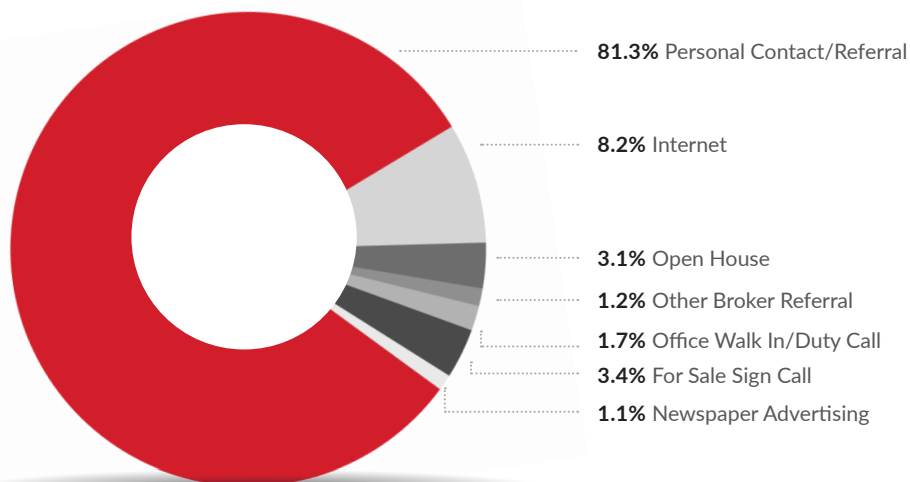
MARKET SHARE BY \$VOLUME

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

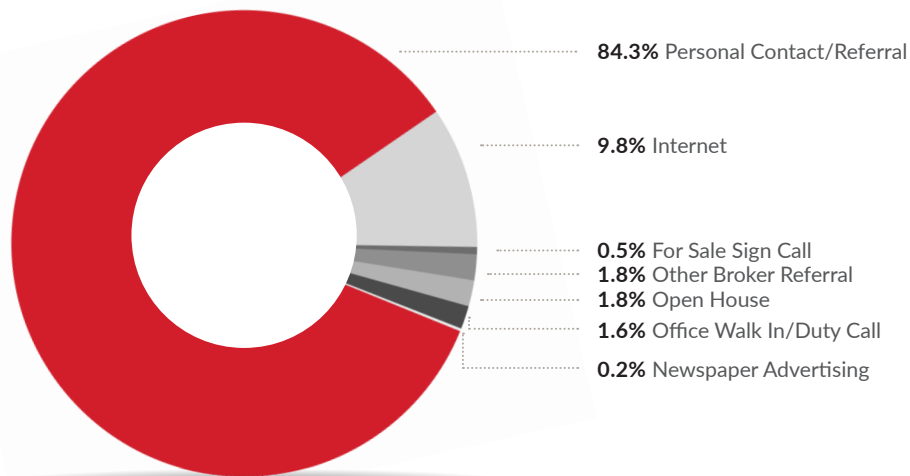


SOURCE OF BUSINESS

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