

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

APRIL 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BALANCED MARKET

GUELPH/ERAMOSA HAD A BUSY APRIL BUT REMAINS A HEALTHY MARKET AS SALES ACTIVITY INCREASES IN THIS SMALL SAMPLE SIZE.



YEAR-TO-DATE SALES VOLUME OF \$41,117,800

Up 13.78% from 2018's \$36,139,388. Unit sales of 49 are up 19.51% from 2018's 41, with 103 new listings equal to last year at this time, and a 47.57% sales/listings ratio up 7.77%.



APRIL SALES VOLUME OF \$15,921,500

Up 45.73% from 2018's \$10,925,288. Unit sales of 20 are up 33.33% from 2018's 15, with 37 new listings up 23.33%, and a 54.05% sales/listings ratio up 7.18%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$852,131

Down from \$856,847 one year ago. Median sale price of \$765,500 up from \$694,375 one year ago. Average days-on-market of 50.5 is up 2.5 days compared to last year.



APRIL Numbers

MEDIAN SALE PRICE -8.87%

\$696,000

SALES VOLUME +45.73%

\$15,921,500

UNIT SALES +33.33%

20

NEW LISTINGS +23.33%

37

EXPIRED LISTINGS +33%

4

UNIT SALES/LISTINGS RATIO +7.18%

54.05%

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

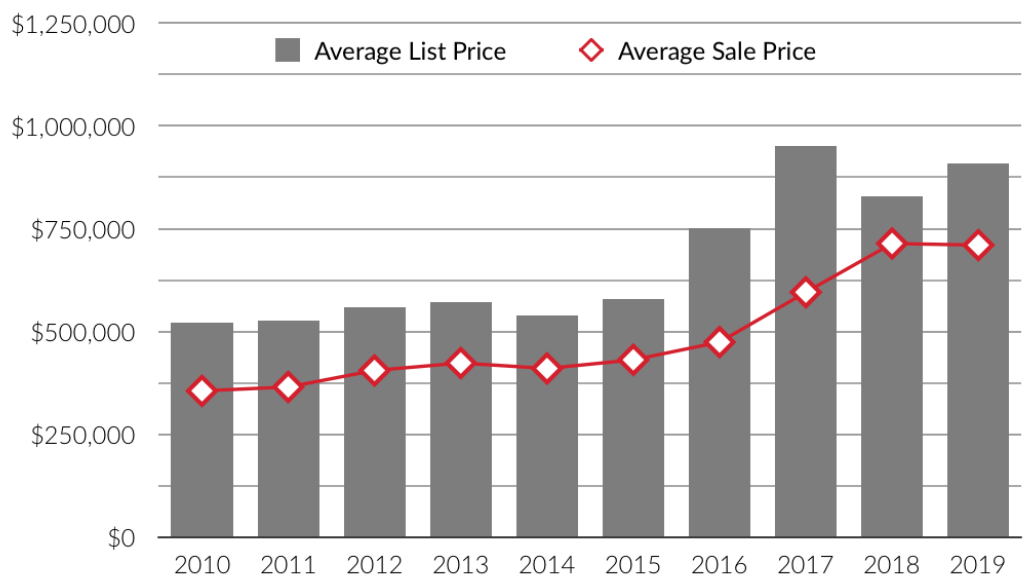
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$31,025,098	\$36,139,388	\$41,117,800	+13.78%
YTD Unit Sales	43	41	49	+19.51%
YTD New Listings	68	103	103	No Change
YTD Sales/Listings Ratio	63.24%	39.81%	47.57%	+7.77%
YTD Expired Listings	4	4	12	+200%
April Volume Sales	\$15,330,600	\$10,925,288	\$15,921,500	+45.73%
April Unit Sales	19	15	20	+33.33%
April New Listings	27	30	37	+23.33%
April Sales/Listings Ratio	66.67%	46.88%	54.05%	7.18%
April Expired Listings	0	3	4	+33%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	3	3	1	-66.7%
YTD Sales: Under \$350K-\$549K	8	8	7	-12.5%
YTD Sales: Under \$550K-\$749K	14	12	19	+58.33%
YTD Sales: Under \$750K-\$999K	13	10	11	+10%
YTD Sales: \$1M+	5	8	11	+37.5%
YTD Average Days-On-Market	46	48	50.5	+2.5
YTD Average Sale Price	\$714,605.50	\$856,847.50	\$852,131.50	-0.55%
YTD Median Sale Price	\$626,575	\$694,375	\$765,500	+10.24%

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

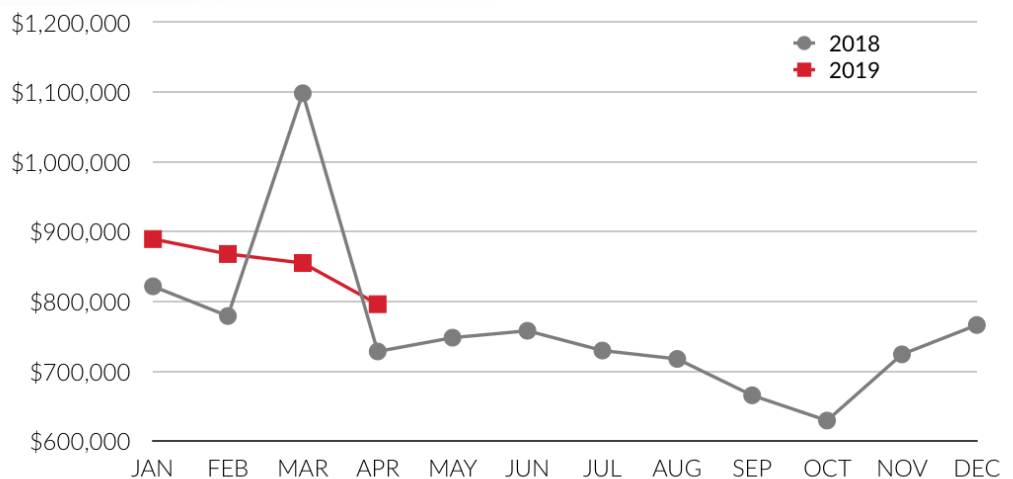
AVERAGE SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



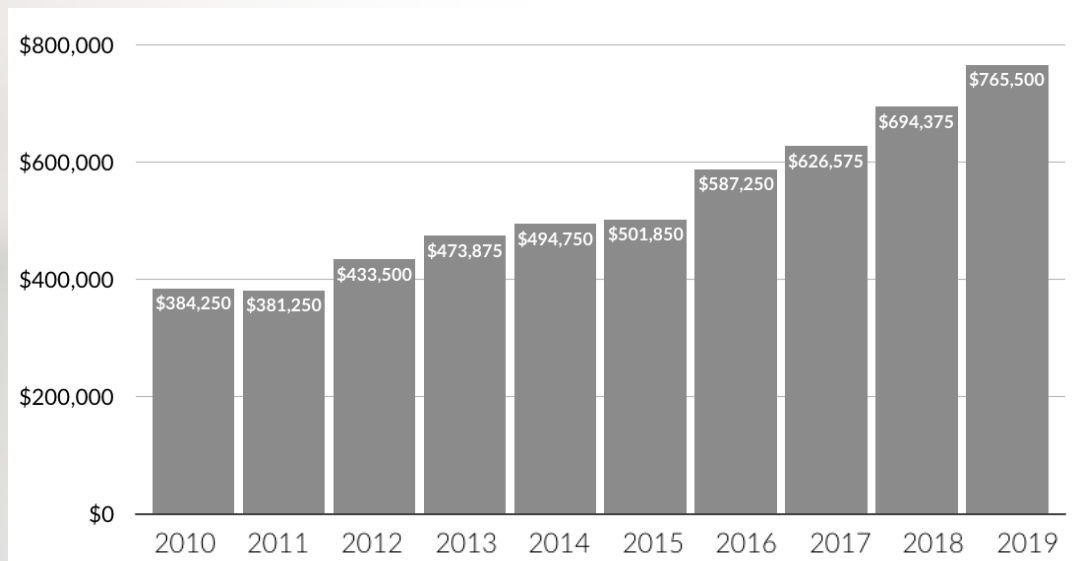
MONTH OVER MONTH 2018 VS. 2019



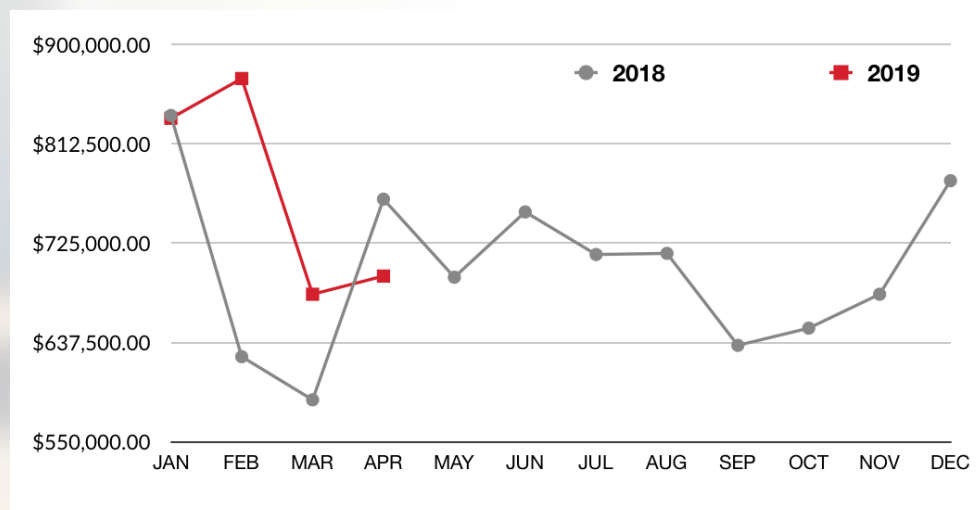
MEDIAN SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

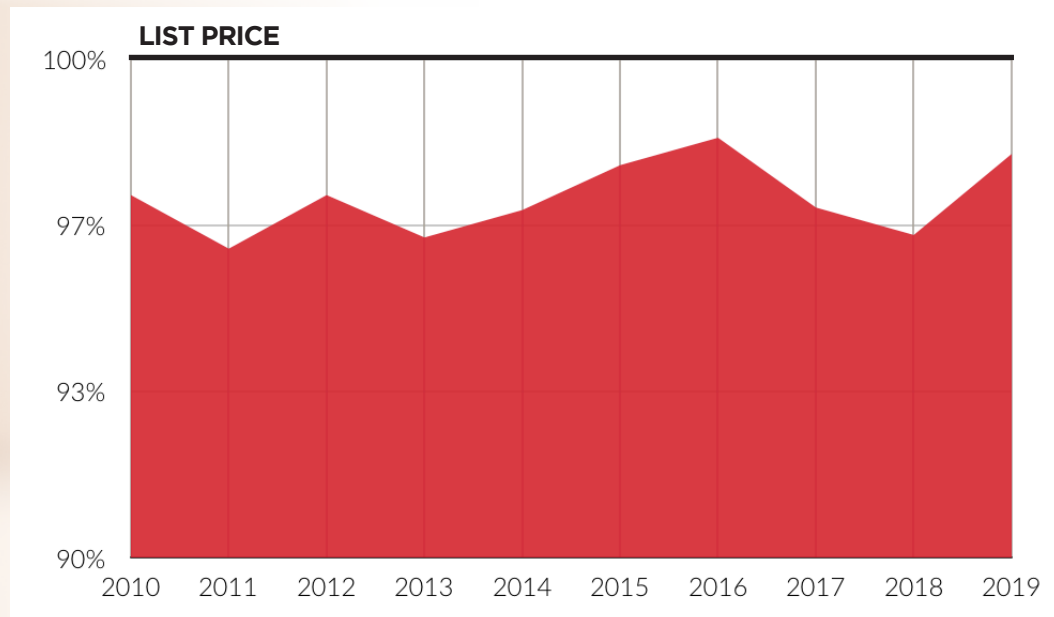


* Median sale price is based on residential sales (including freehold and condominiums).

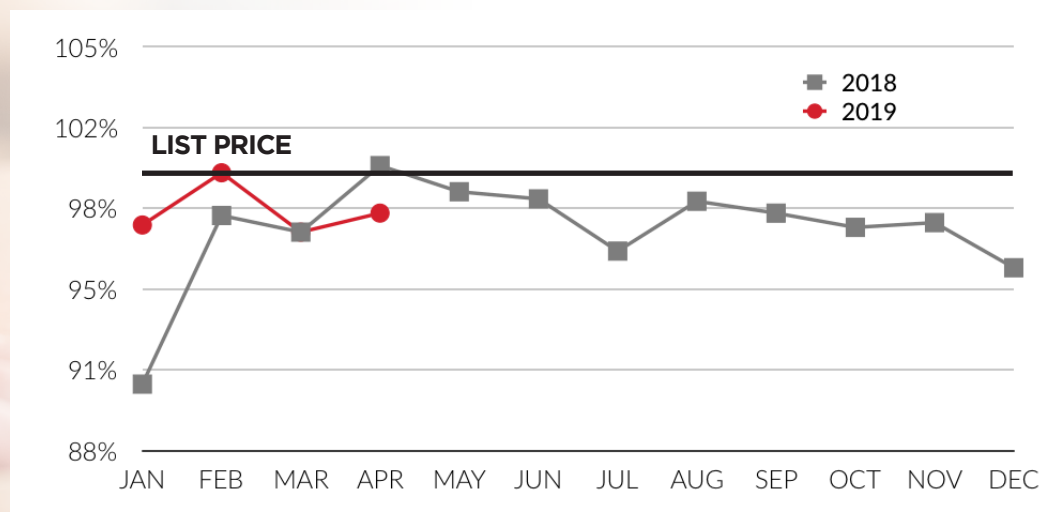
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



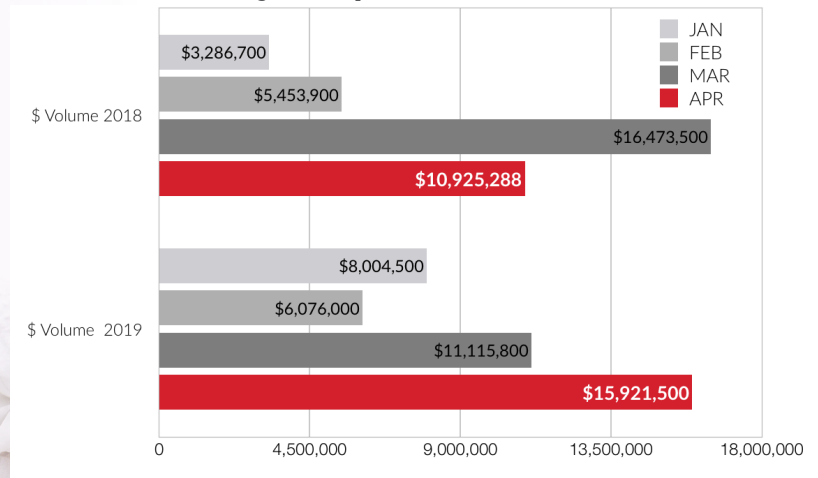
MONTH OVER MONTH 2018 VS. 2019



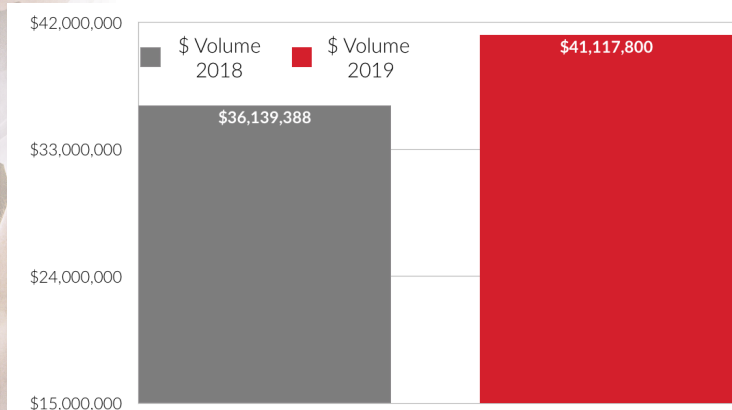
\$ VOLUME SALES

GUELPH ERAMOS

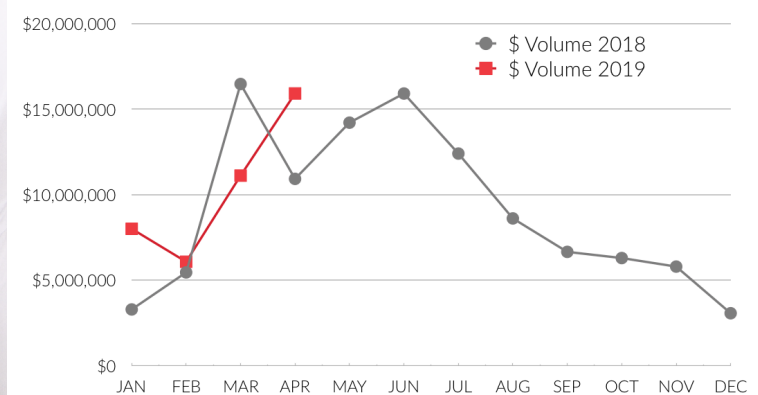
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

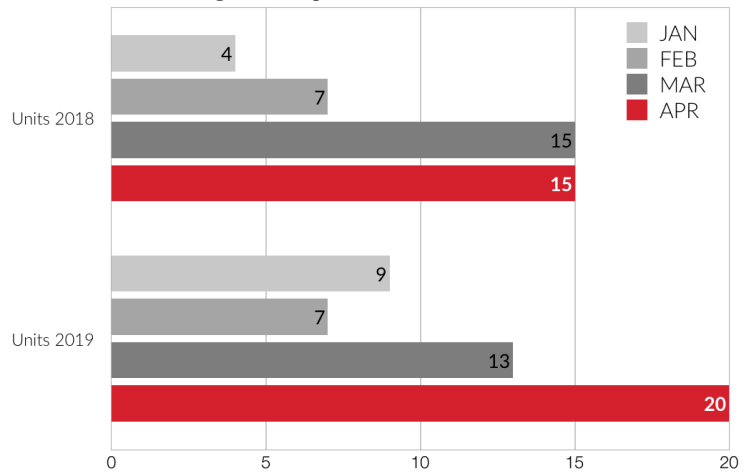




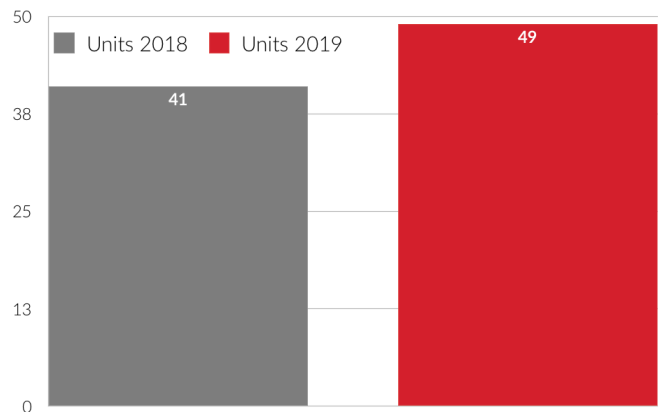
UNIT SALES

GUELPH ERAMOS

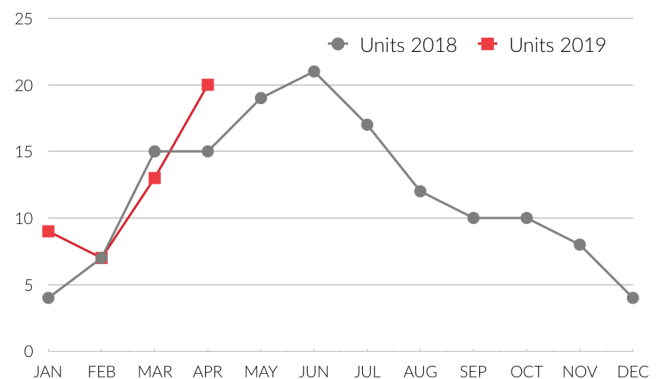
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

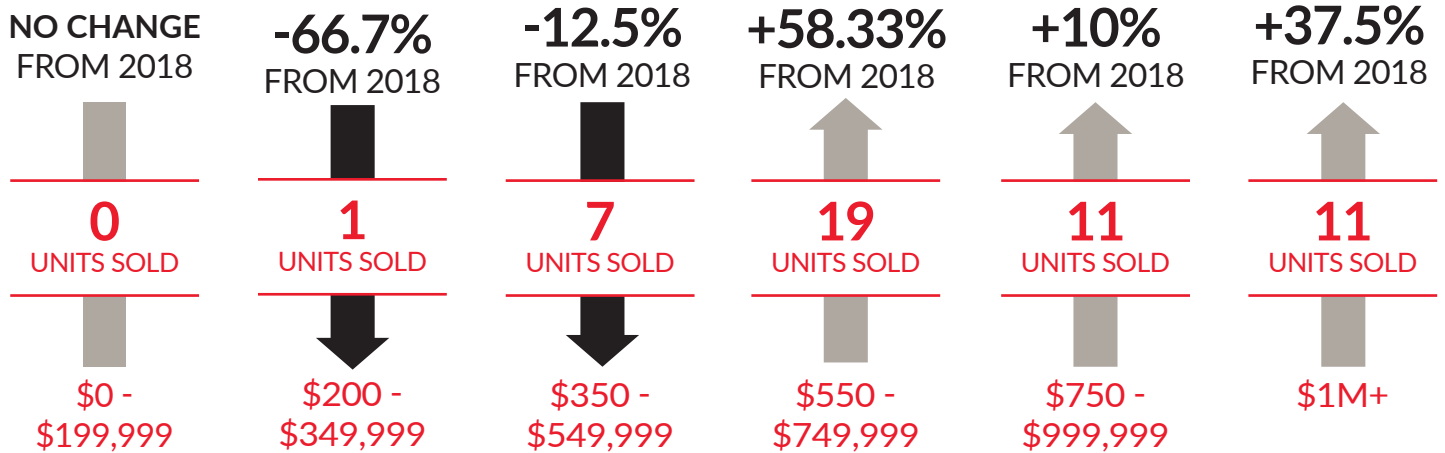


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSIA- YEAR TO DATE



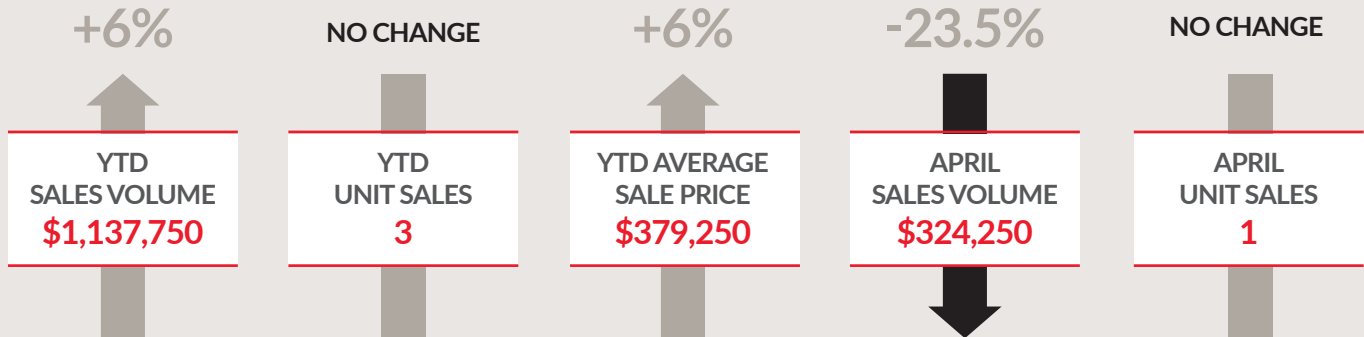
SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

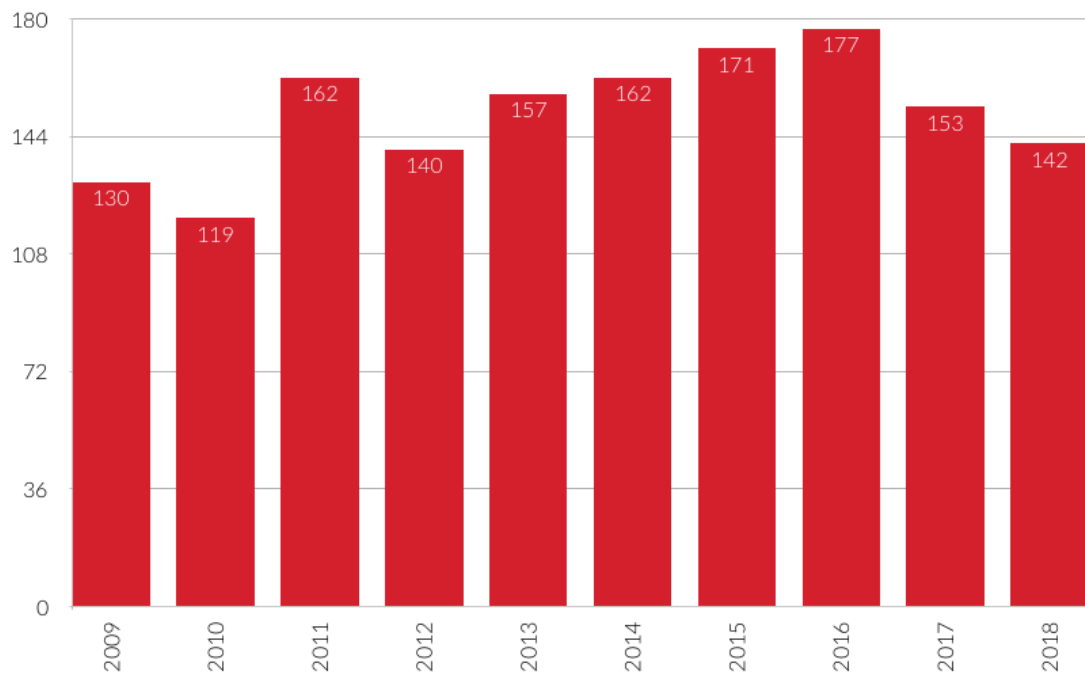


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

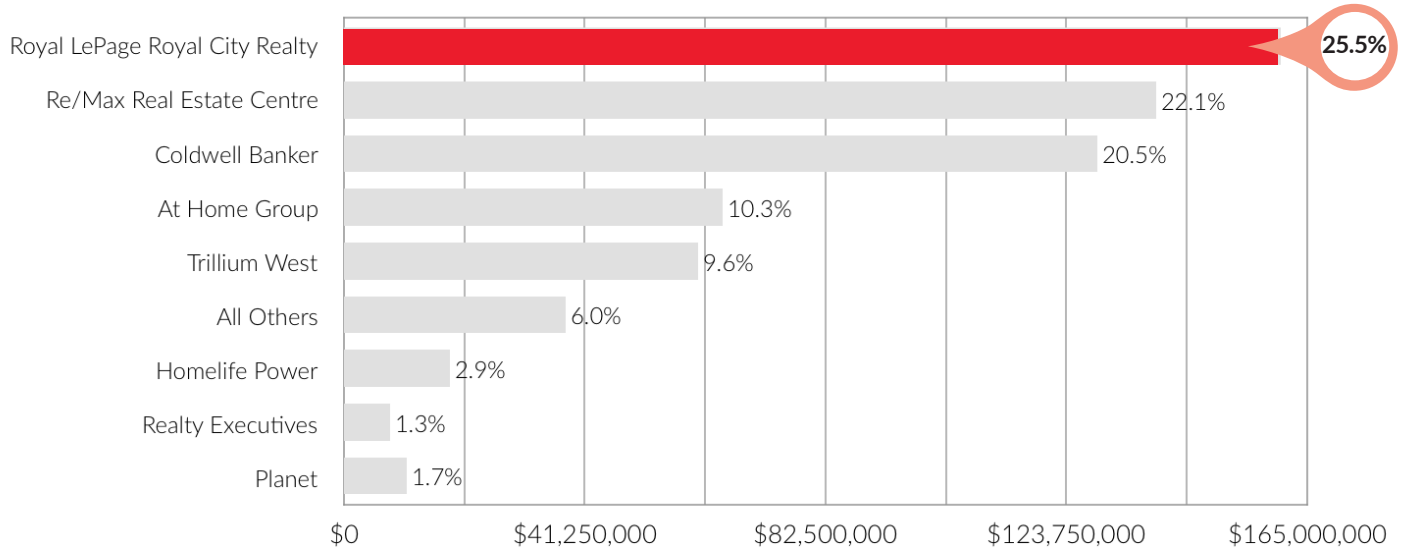


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

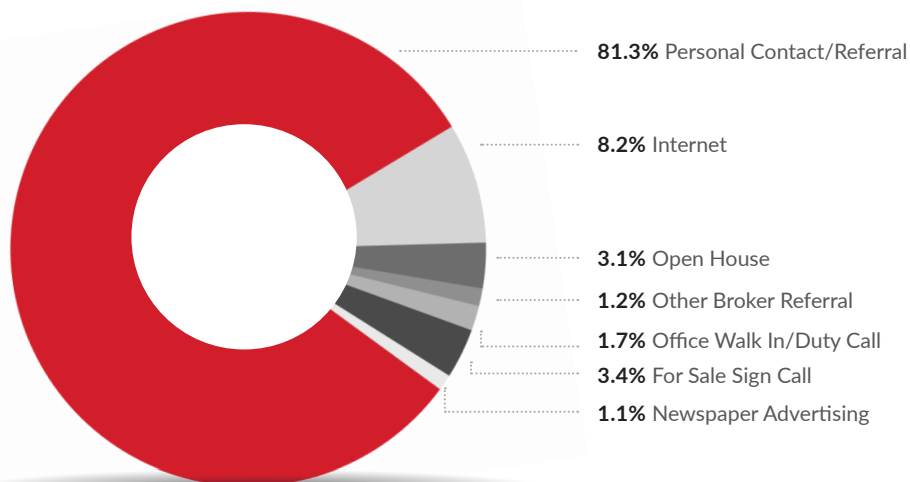
MARKET SHARE BY \$VOLUME

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

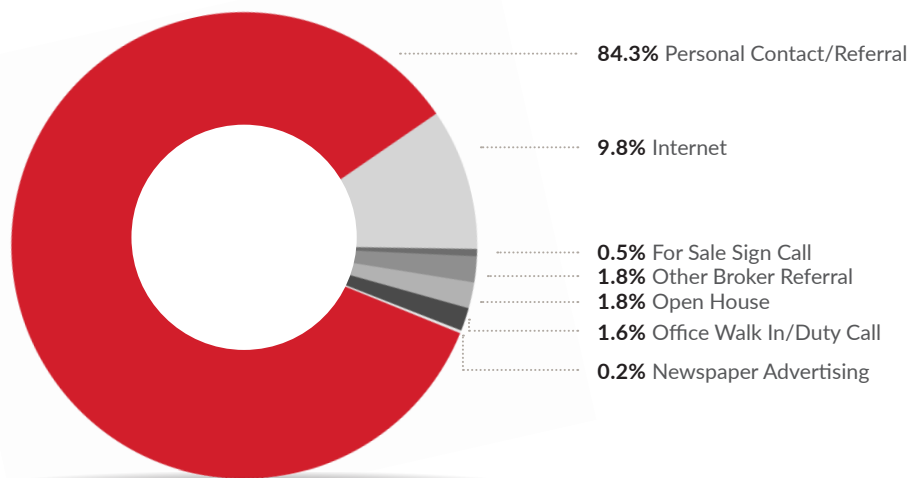


SOURCE OF BUSINESS

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