

CITY OF GUELPH REAL ESTATE MARKET REPORT

JUNE 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

AS WE ENTER Q3, THE CITY OF GUELPH REAL ESTATE MARKET IS SEEING INCREASES IN INVENTORY, UNIT SALES & SALE PRICES.



YEAR-TO-DATE SALES VOLUME OF \$634,780,378

Up 10.54% from 2018's \$574,252,788. Unit sales of 1,193 are up 6.14% from 2018's 1,124, with 1,852 new listings up 3.52%, and a 64.42% sales/listings ratio up 1.59%.



JUNE SALES VOLUME OF \$119,975,014

Up 8% from 2018's \$111,089,825. Unit sales of 218 are up 0.93% from last June's 216, with 334 new listings up 6.71%, and a 65.27% sales/listing ratio down 3.74%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$521,416

Up from \$512,725 one year ago. Median sale price of \$502,375 up from \$474,200 one year ago. Average days-on-market of 25.17 is up 1.84 days from last year.



JUNE Numbers

MEDIAN SALE PRICE +7%

\$521,000

SALES VOLUME +8%

\$119,975,014

UNIT SALES +0.93%

218

NEW LISTINGS +6.71%

334

EXPIRED LISTINGS -33.33%

22

UNIT SALES/LISTINGS RATIO -3.74%

65.27%

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



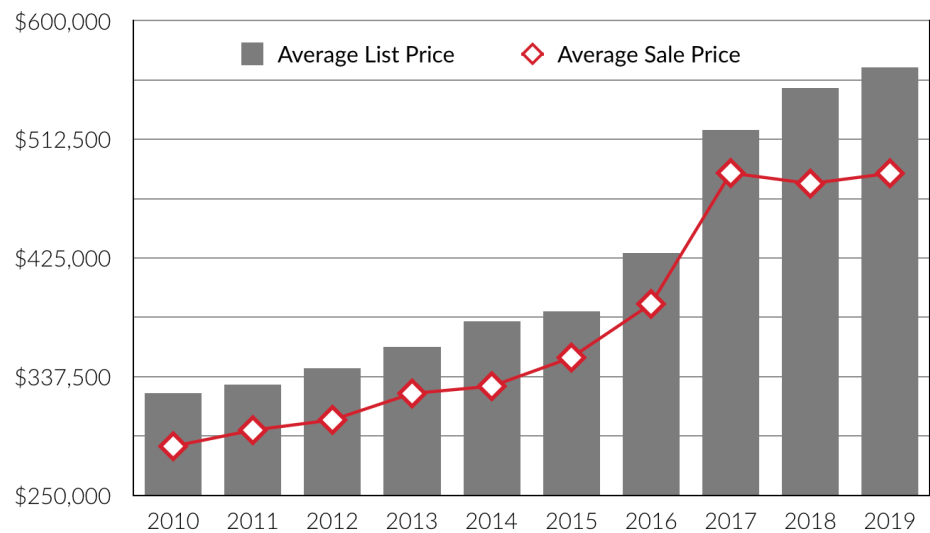
Table 1:
City of Guelph MLS Sales and Listing Summary
 2017 vs. 2018 vs. 2019
 Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$742,415,196	\$574,252,788	\$634,780,378	+10.54%
YTD Unit Sales	1,411	1,124	1,193	+6.14%
YTD New Listings	1,948	1,789	1,852	+3.52%
YTD Sales/Listings Ratio	72.43%	62.83%	64.42%	+1.59%
YTD Expired Listings	61	111	130	+17.12%
June Sales Volume	\$127,671,987	\$111,089,825	\$119,975,014	+8%
June Unit Sales	243	216	218	+0.93%
June New Listings	378	313	334	+6.71%
June Sales/Listings Ratio	64.29%	69.01%	65.27%	-3.74%
June Expired Listings	14	33	22	-33.33%
YTD Sales: \$0-\$199K	25	7	3	-57.14%
YTD Sales: \$200K-\$349K	195	182	155	-14.84%
YTD Sales: \$350K-\$549K	846	596	576	-3.36%
YTD Sales: \$550K-\$749K	338	243	335	+37.86%
YTD Sales: \$750K-\$999K	119	74	105	+41.89%
YTD Sales: \$1M+	43	22	19	-13.6%
YTD Average Days-On-Market	15.33	23.33	25.17	+1.84
YTD Average Sale Price	\$521,623	\$512,725	\$521,416	+1.7%
YTD Median Sale Price	\$474,975	\$474,200	\$502,375	+5.94%

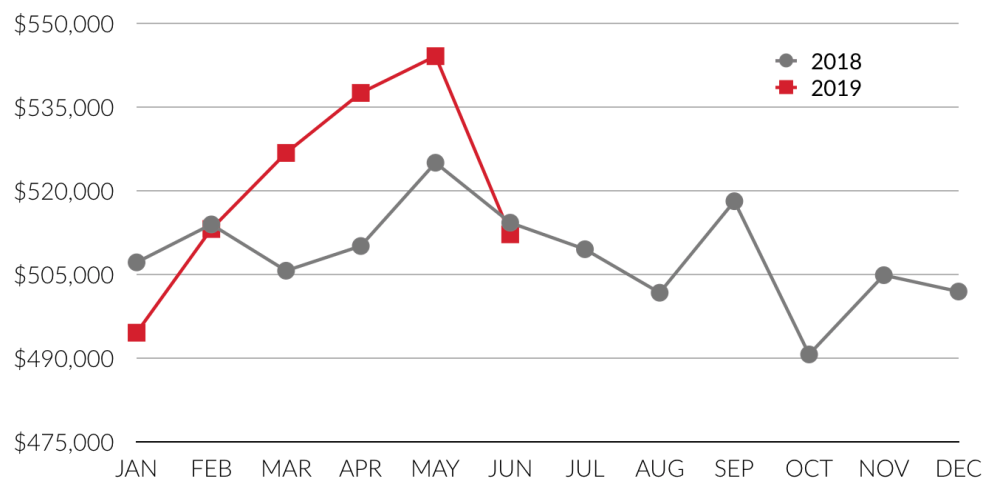
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



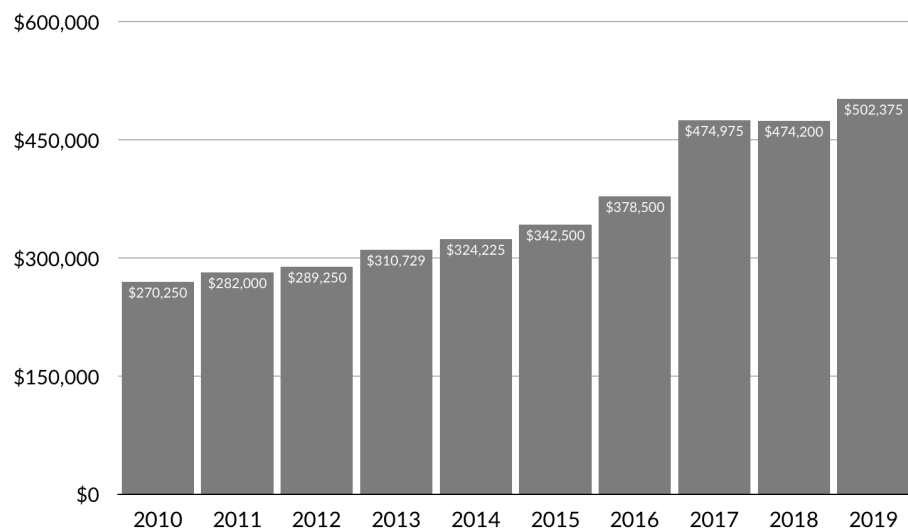
MONTH OVER MONTH 2018 VS. 2019



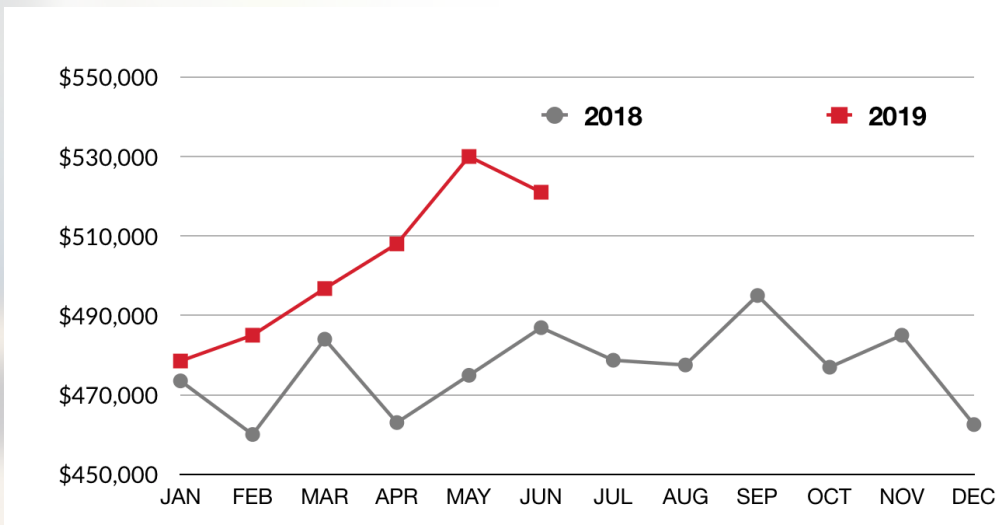
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

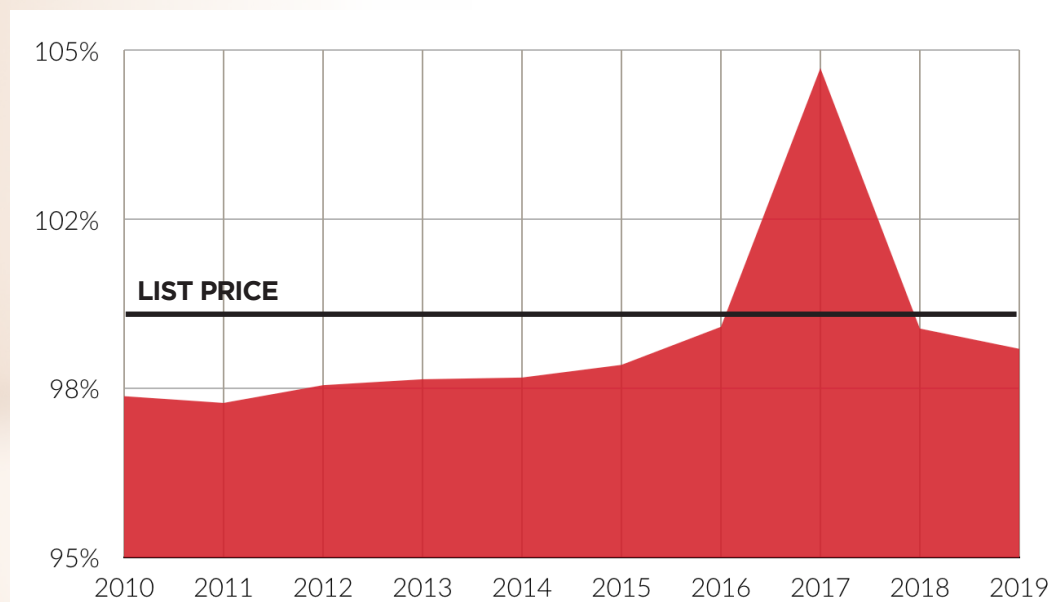


* Median sale price is based on residential sales (including freehold and condominiums).

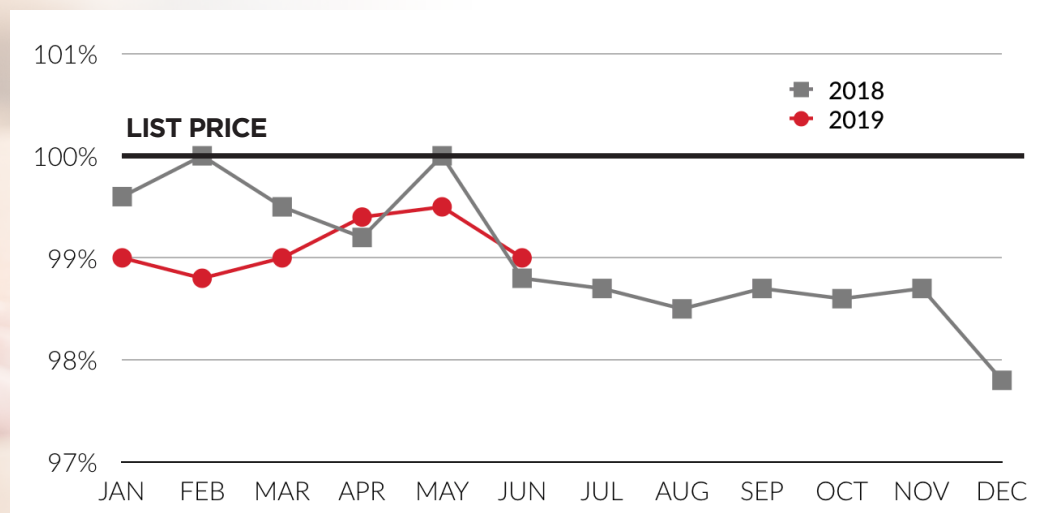
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



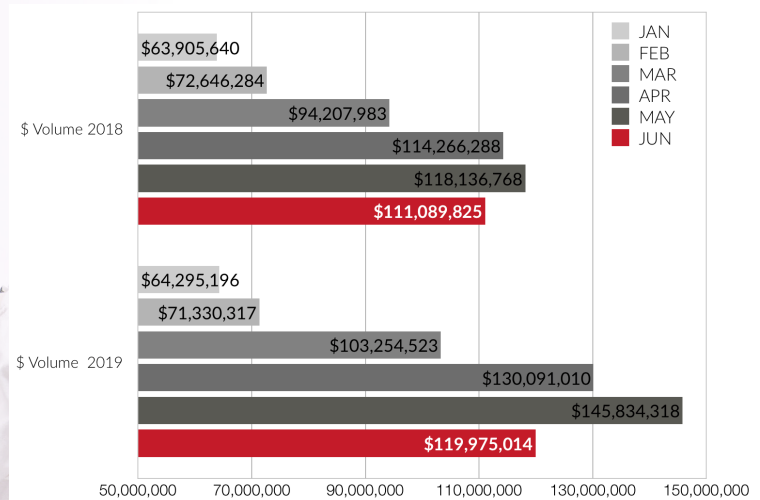
MONTH OVER MONTH 2018 VS. 2019



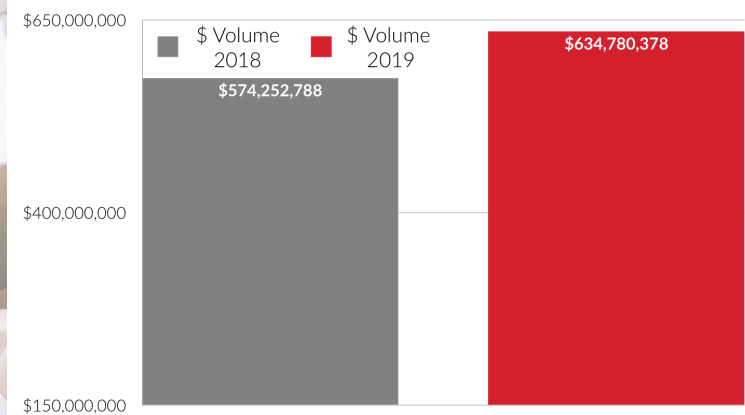
\$ VOLUME SALES

CITY OF GUELPH

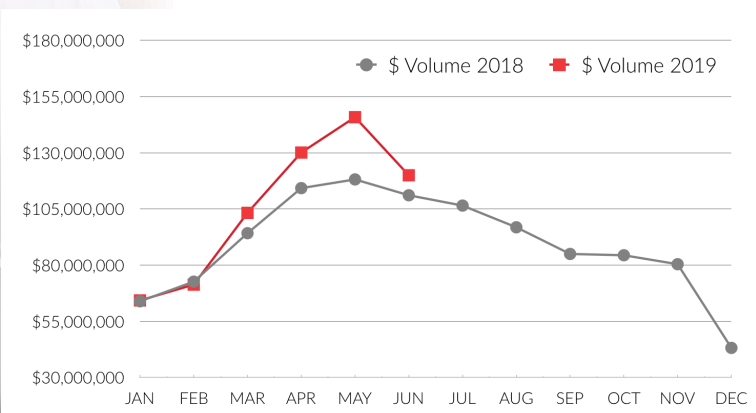
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

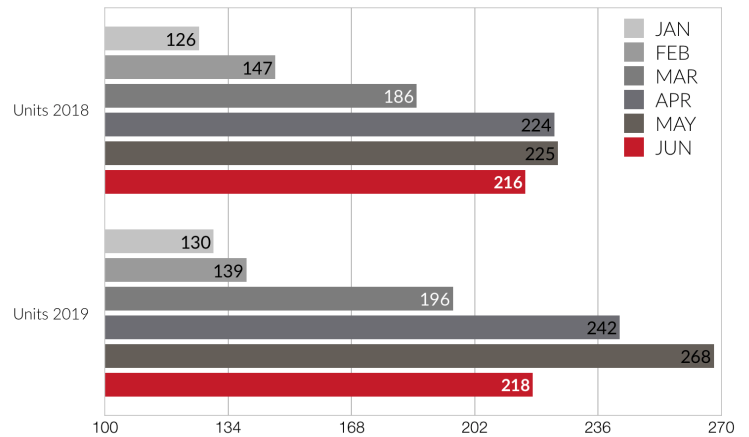




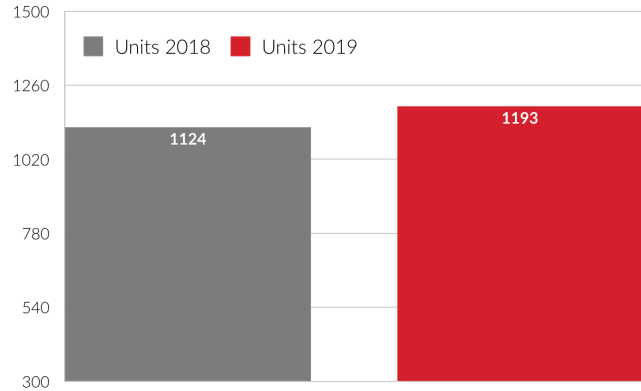
UNIT SALES

CITY OF GUELPH

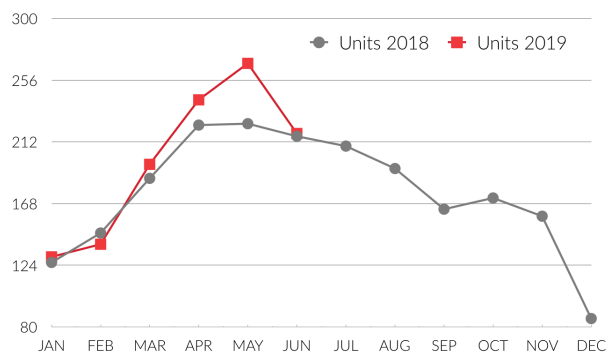
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

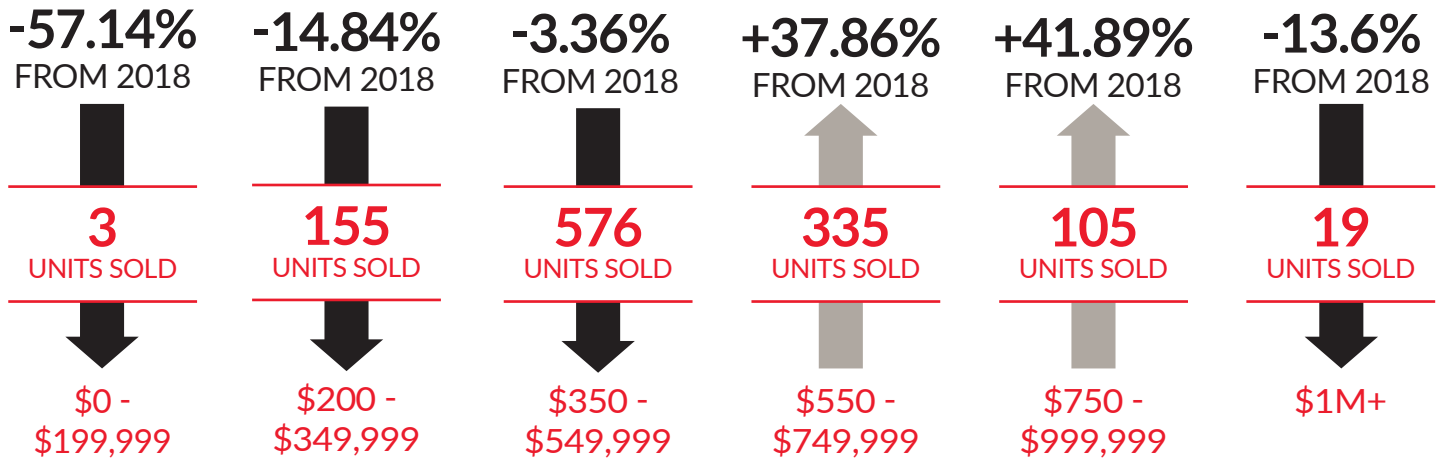


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH

FREEHOLD HOME SALES

+13.32%

YTD
SALES VOLUME
\$456,558,084

+7.45%

YTD
UNIT SALES
764

+5.46%

YTD AVERAGE
SALE PRICE
\$597,589

+18.19%

JUNE
SALES VOLUME
\$88,562,966

+9.23%

JUNE
UNIT SALES
142

CONDOMINIUM HOME SALES

+7.47%

YTD
SALES VOLUME
\$158,199,347

+4.42%

YTD
UNIT SALES
402

+2.93%

YTD AVERAGE
SALE PRICE
\$393,530

-9.99%

JUNE
SALES VOLUME
\$28,478,048

-7.69%

JUNE
UNIT SALES
72

VACANT LAND SALES

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

YTD
SALES VOLUME
\$440,000

YTD
UNIT SALES
1

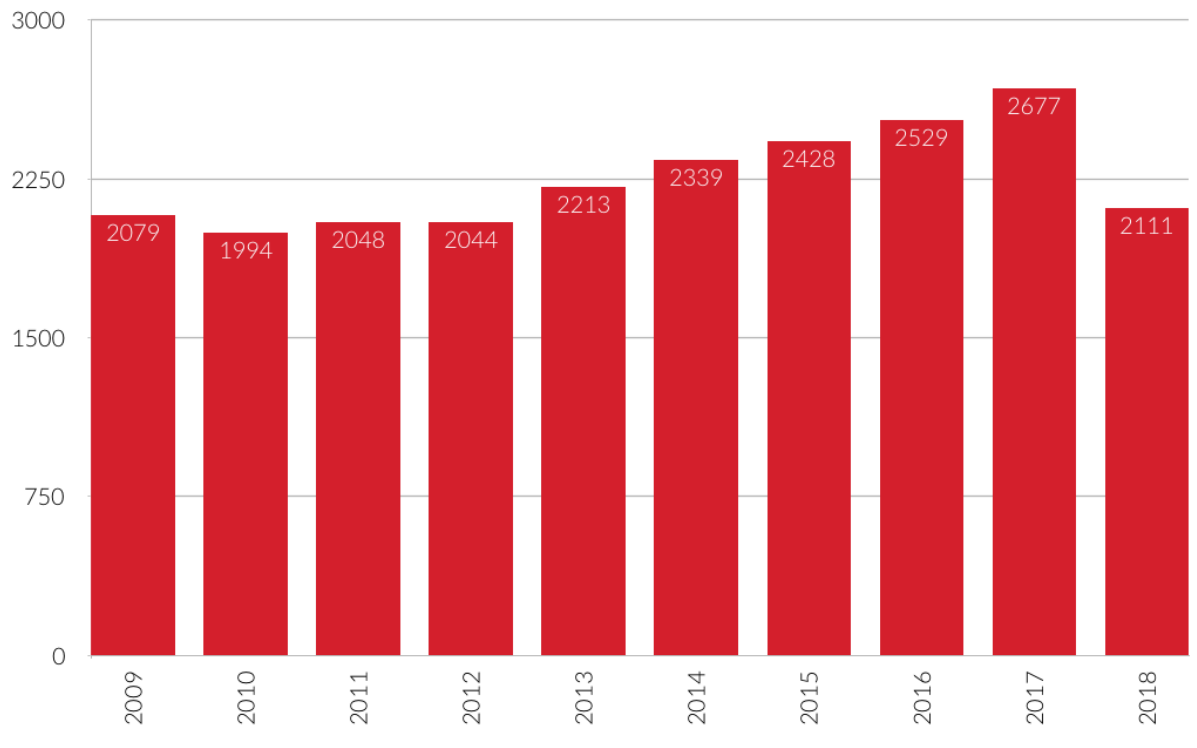
YTD AVERAGE
SALE PRICE
\$440,000

JUNE
SALES VOLUME
\$0

JUNE
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

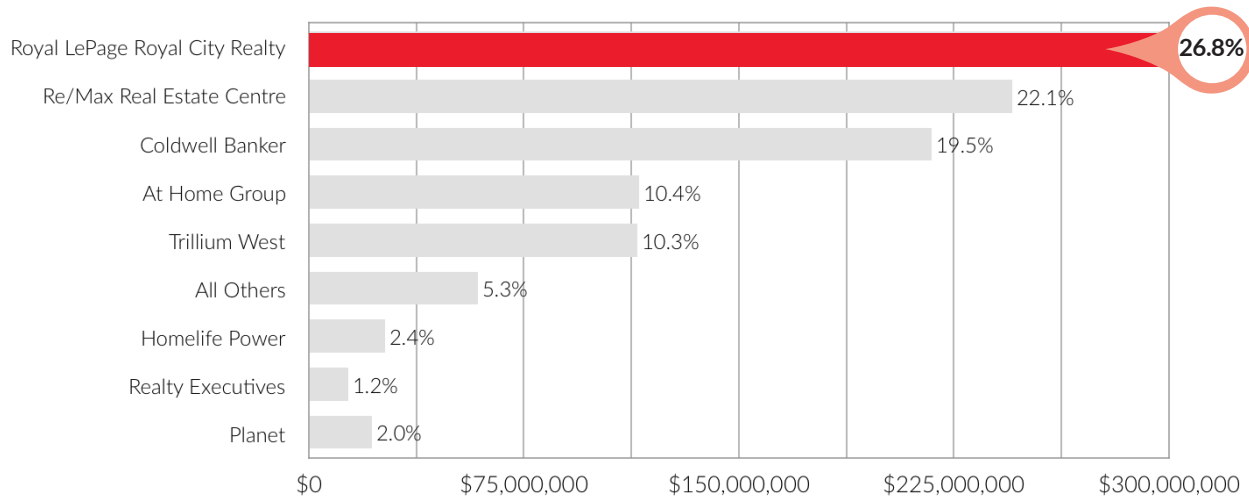


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

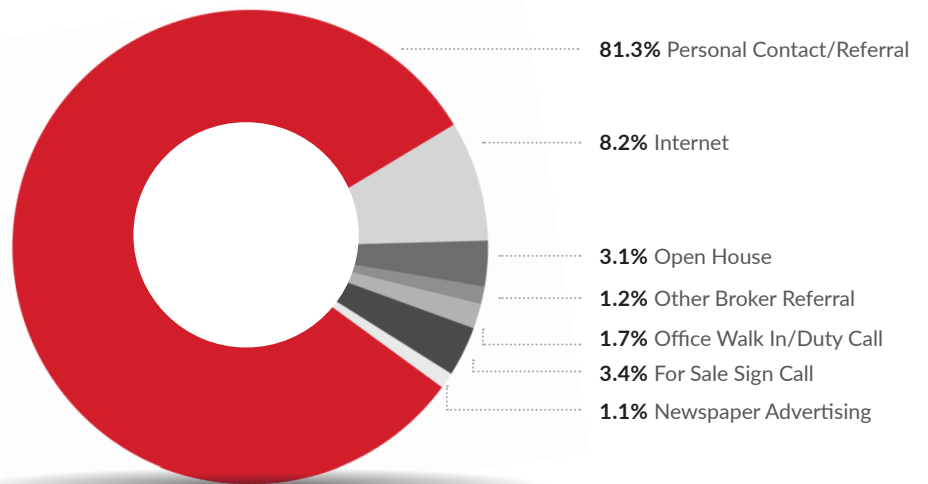
MARKET SHARE BY \$VOLUME

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

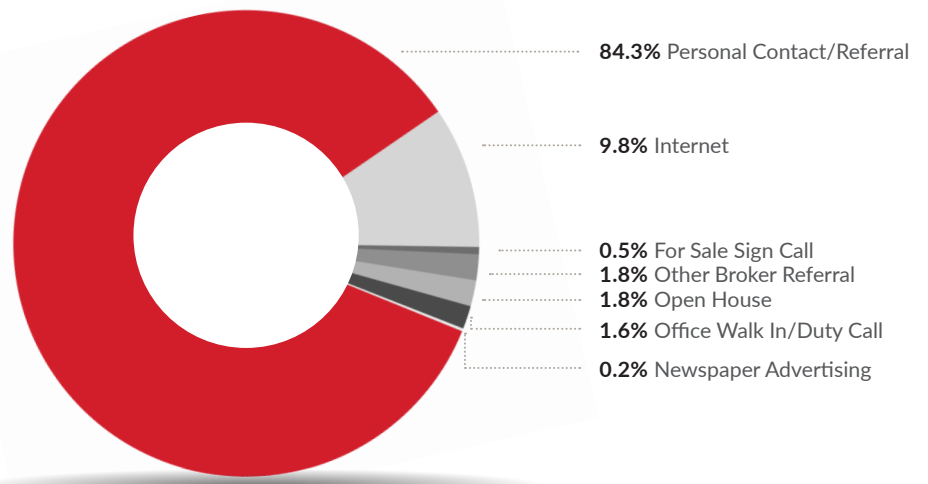


SOURCE OF BUSINESS

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