

# GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

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## JUNE 2019

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R-CITY | R-TEAM | R-NUMBERS





## GUELPH/ERAMOSA OVERVIEW

### BALANCED MARKET

**GUELPH ERAMOSA IS SEEING A DECREASE IN SALES ACTIVITY BUT REMAINS A HEALTHY MARKET AS WE ENTER Q3.**



**YEAR-TO-DATE SALES VOLUME OF \$68,289,240**

Up **3.05%** from 2018's \$66,270,788. Unit sales of **85** are up **4.94%** from 2018's **81**, with **178** new listings down **3.78%**, and a **47.75%** sales/listings ratio up **3.97%**.



**JUNE SALES VOLUME OF \$12,977,440**

Down **18.47%** from 2018's \$15,917,500. Unit sales of **16** are down **23.81%** from 2018's **21**, with **29** new listings down **25.64%**, and a **55.17%** sales/listings ratio up **1.33%**.



**YEAR-TO-DATE AVERAGE SALE PRICE OF \$830,120**

Up from **\$822,244** one year ago. Median sale price of **\$727,500** up from **\$723,750** one year ago. Average days-on-market of **47** is up **2.17** days from last year.



## JUNE Numbers

**MEDIAN SALE PRICE -4.98%**

**\$715,000**

**SALES VOLUME -18.47%**

**\$12,977,440**

**UNIT SALES -23.81%**

**16**

**NEW LISTINGS -25.64%**

**29**

**EXPIRED LISTINGS +100%**

**8**

**UNIT SALES/LISTINGS RATIO +1.33%**

**55.17%**

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

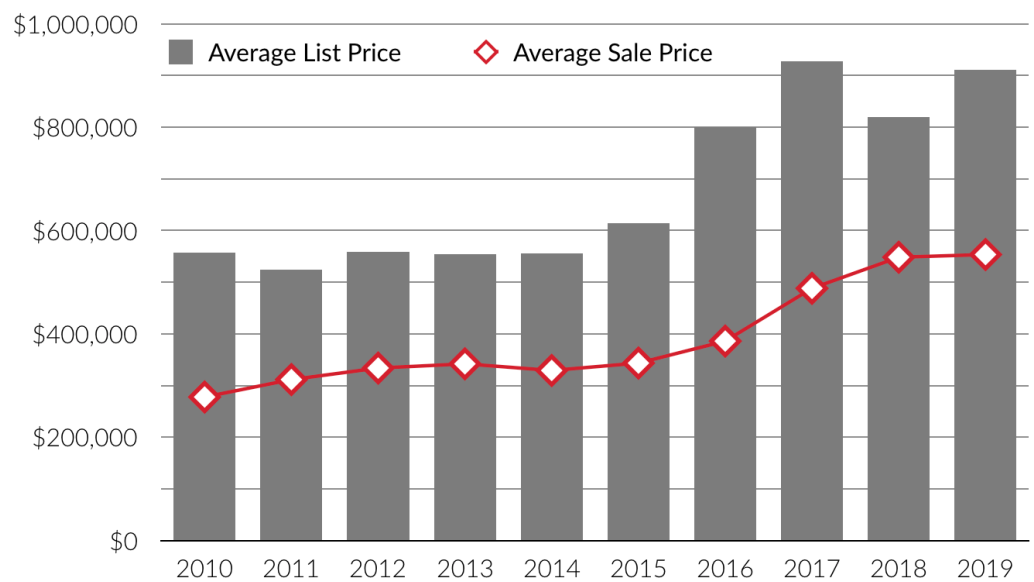
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$62,840,145	\$66,270,788	\$68,289,240	+3.05%
YTD Unit Sales	85	81	85	+4.94%
YTD New Listings	135	185	178	-3.78%
YTD Sales/Listings Ratio	62.96%	43.78%	47.75%	+3.97
YTD Expired Listings	7	12	25	+108%
June Volume Sales	\$11,988,990	\$15,917,500	\$12,977,440	-18.47%
June Unit Sales	15	21	16	-23.81%
June New Listings	25	39	29	-25.64%
June Sales/Listings Ratio	60%	53.85%	55.17%	+1.33%
June Expired Listings	1	0	8	+100%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	4	4	4	No Change
YTD Sales: Under \$350K-\$549K	13	14	9	-35.71%
YTD Sales: Under \$550K-\$749K	28	26	33	+26.92%
YTD Sales: Under \$750K-\$999K	28	26	23	-11.54%
YTD Sales: \$1M+	12	11	16	+45.45%
YTD Average Days-On-Market	39	44.83	47	+2.17
YTD Average Sale Price	\$731,998	\$822,244	\$830,120	+0.96%
YTD Median Sale Price	\$686,525	\$723,750	\$727,500	+0.52%

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

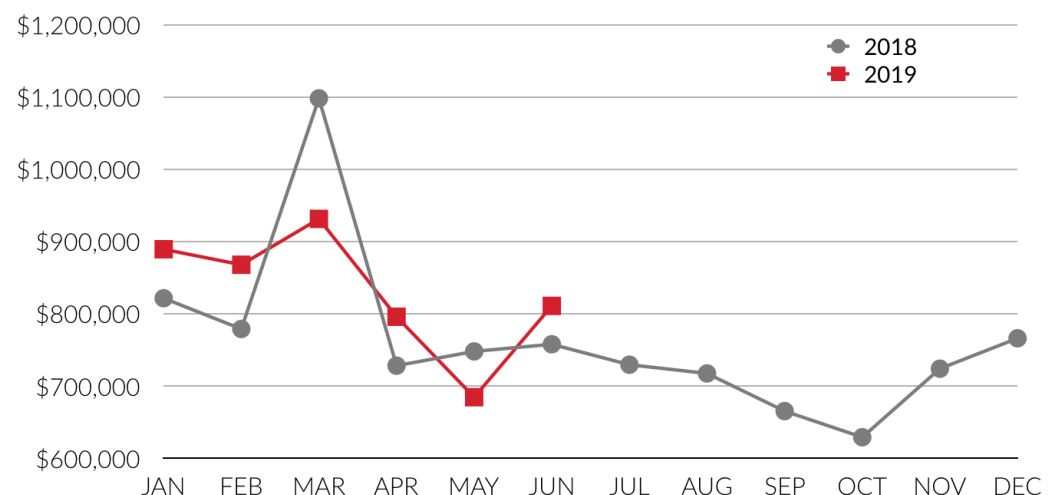
# AVERAGE SALE PRICE

GUELPH ERAMOSA

## YEAR OVER YEAR



## MONTH OVER MONTH 2018 VS. 2019

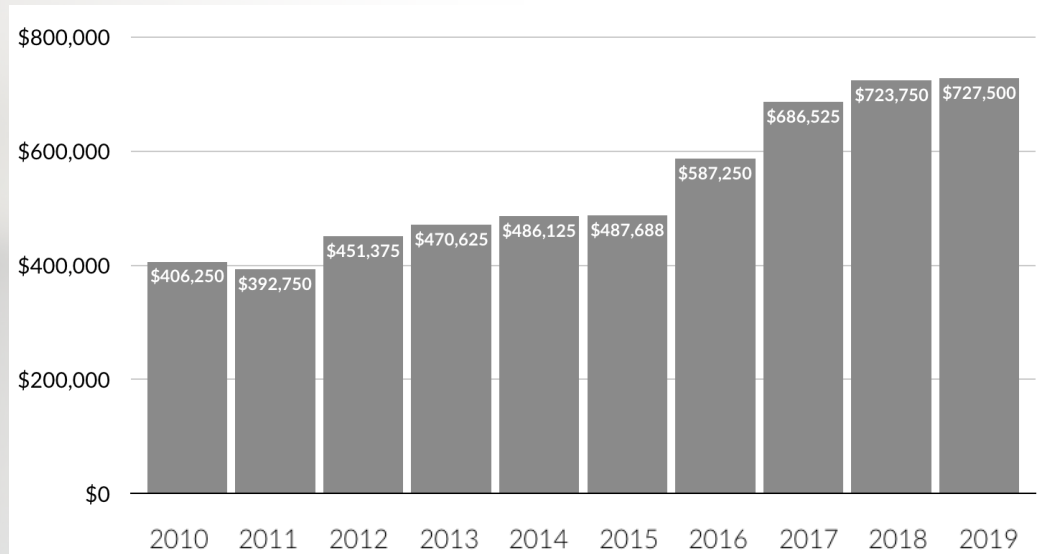




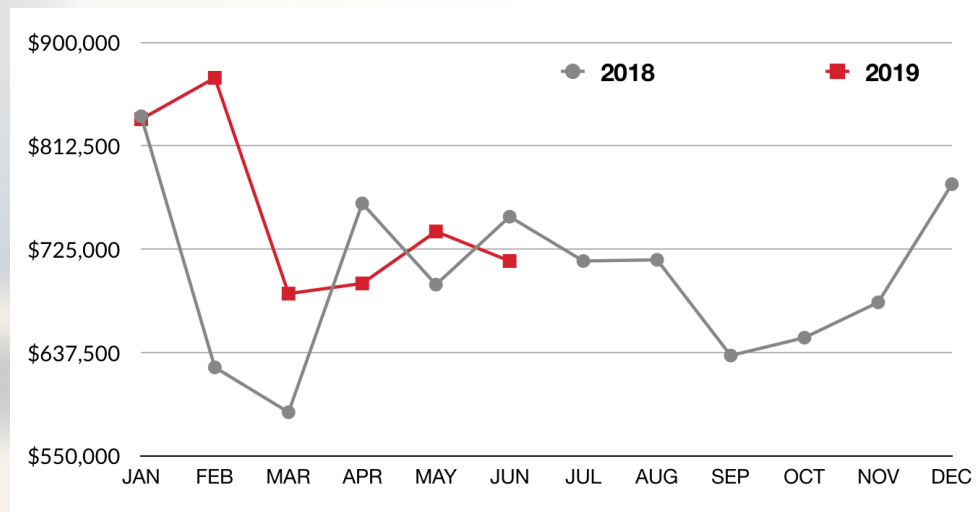
# MEDIAN SALE PRICE

## GUELPH ERAMOSA

### YEAR OVER YEAR



### MONTH OVER MONTH 2018 VS. 2019

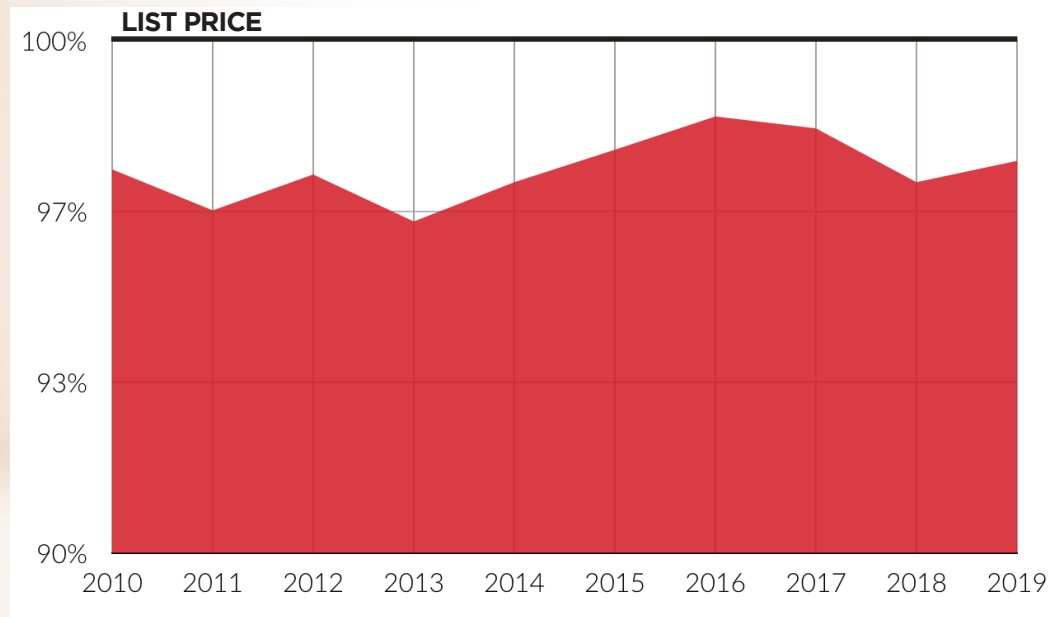


\* Median sale price is based on residential sales (including freehold and condominiums).

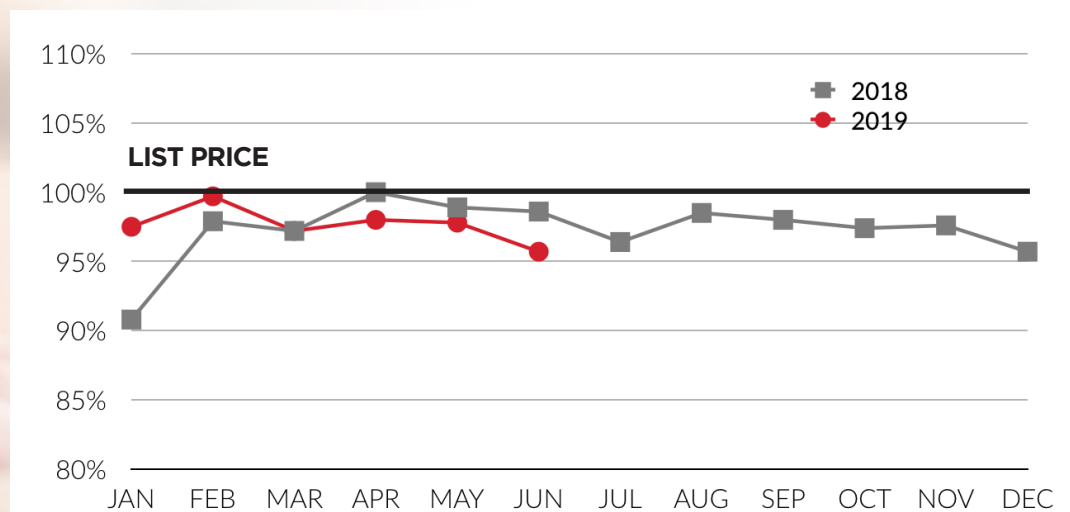
# SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

## YEAR OVER YEAR



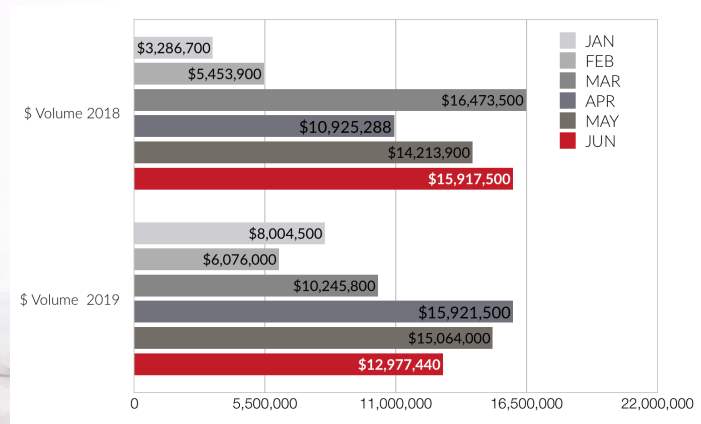
## MONTH OVER MONTH 2018 VS. 2019



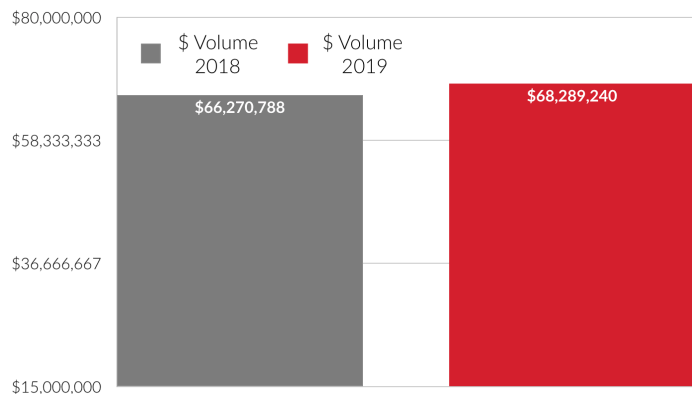
# \$ VOLUME SALES

## GUELPH ERAMOS

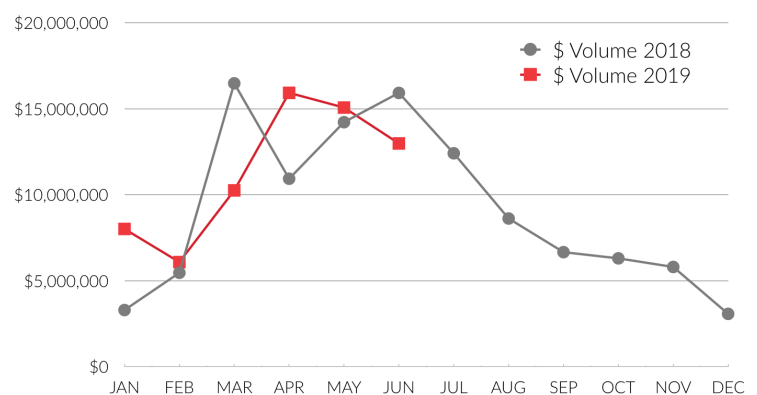
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019



### Month vs. Month 2018 vs. 2019

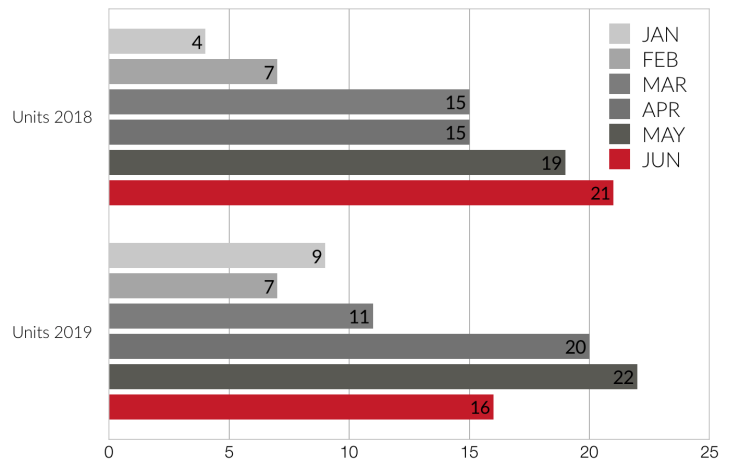




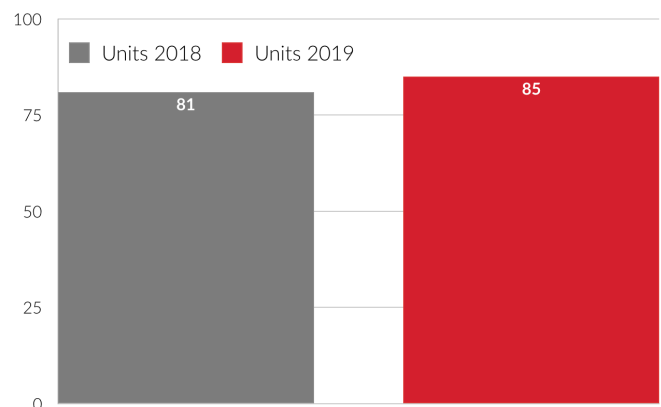
# UNIT SALES

## GUELPH ERAMOS

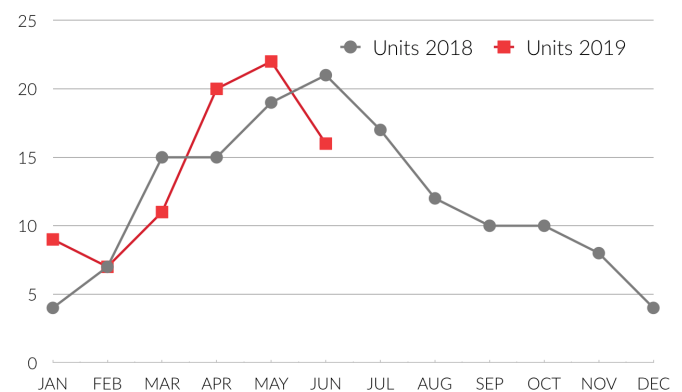
### Monthly Comparison 2018 vs. 2019



### Yearly Totals 2018 vs. 2019

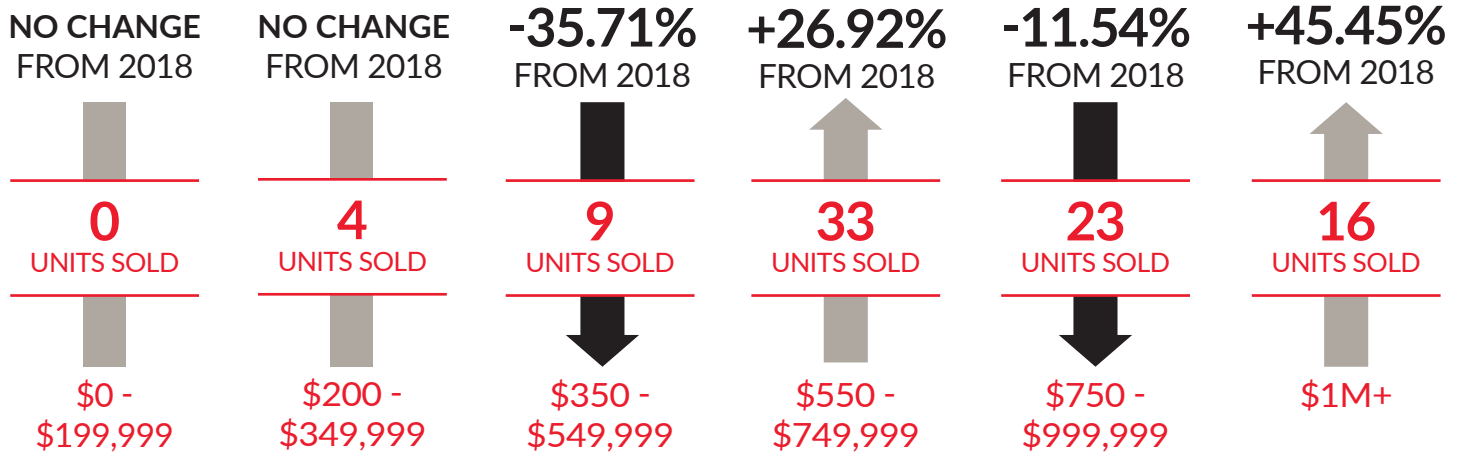


### Month vs. Month 2018 vs. 2019



# SALES BY PRICE BRACKET

## GUELPH ERAMOSA



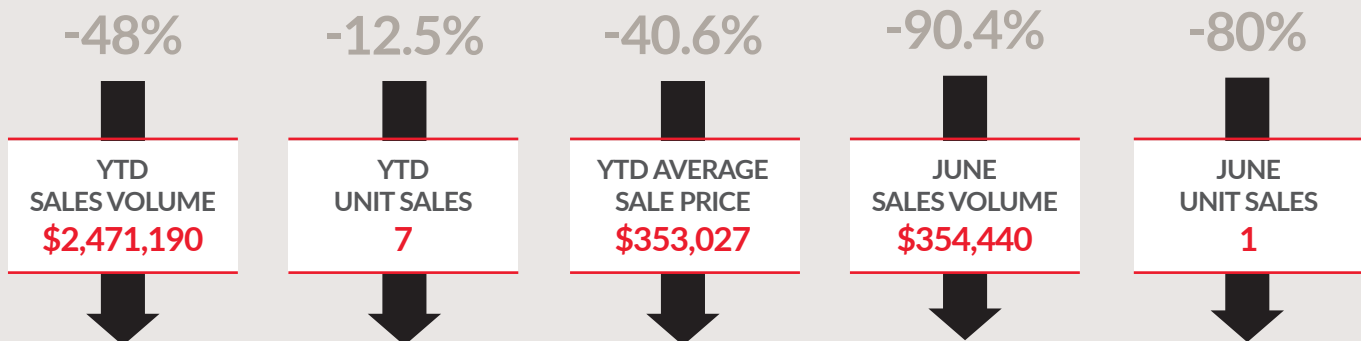
# SALES BY TYPE

## GUELPH ERAMOSA - YEAR TO DATE

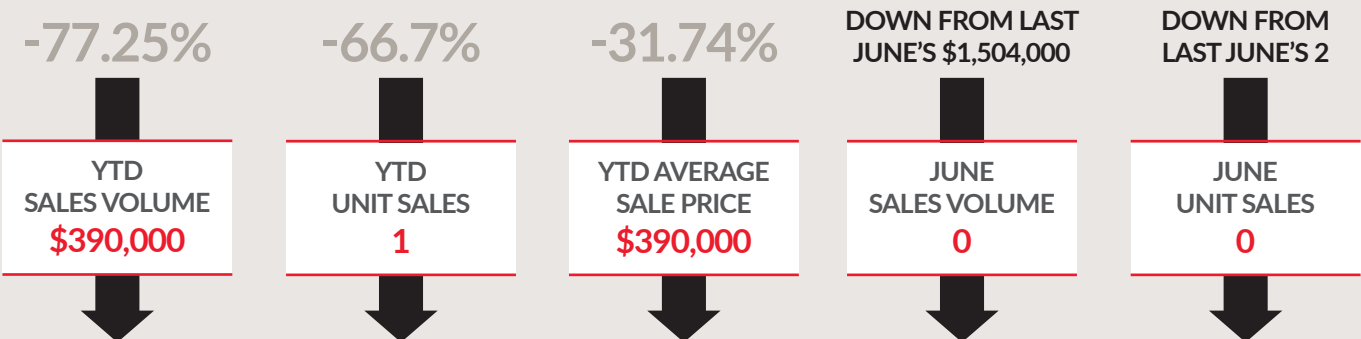
### FREEHOLD HOME SALES



### CONDOMINIUM HOME SALES



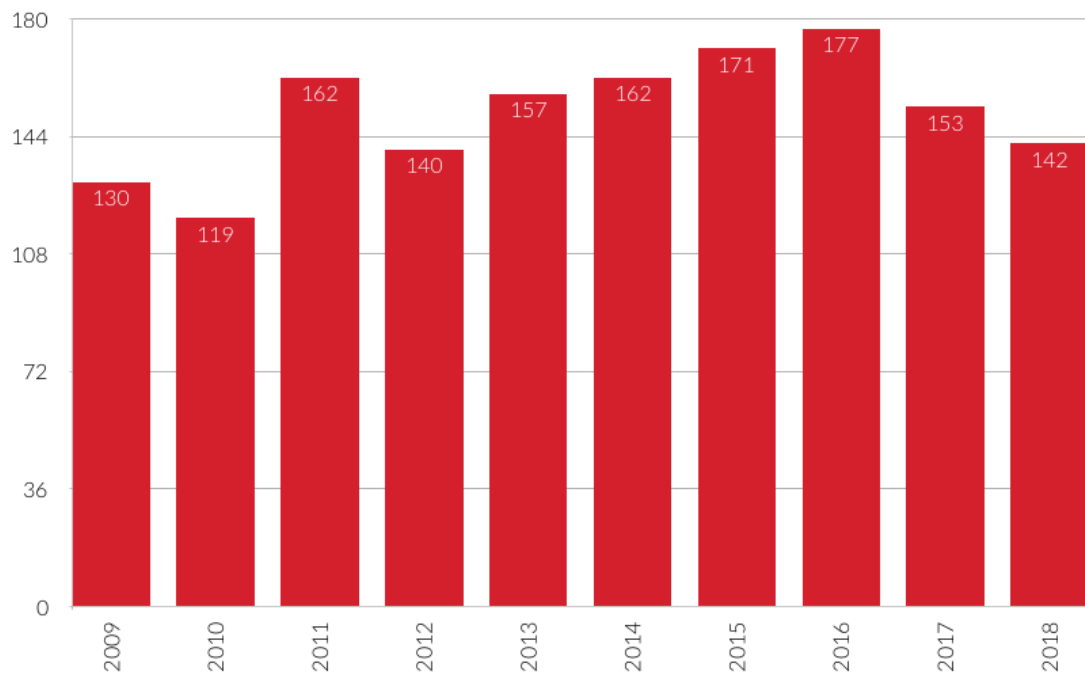
### VACANT LAND SALES





# 10 YEAR MARKET ANALYSIS

## GUELPH ERAMOSIA - UNITS SOLD

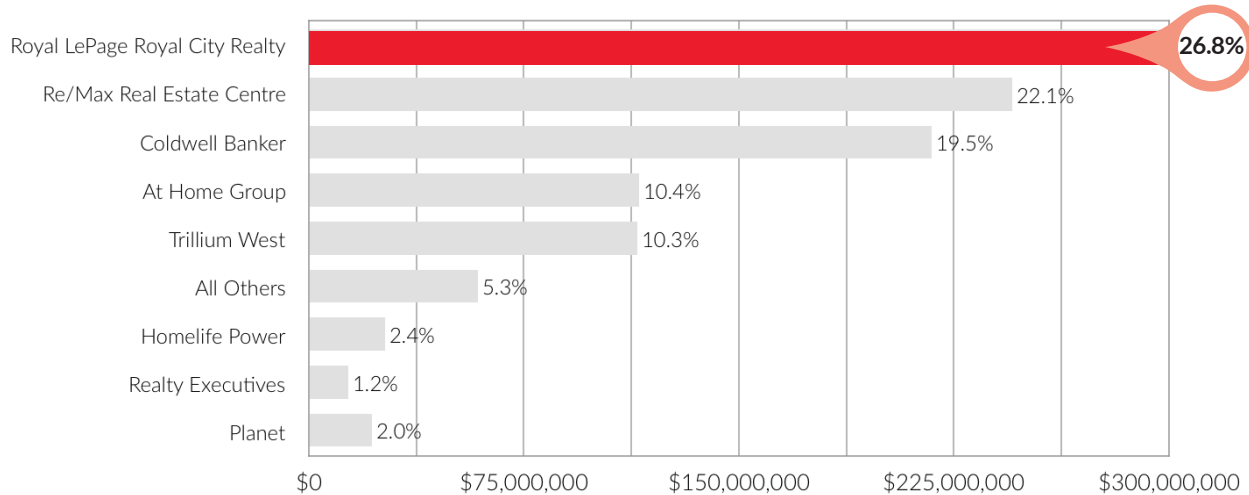


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

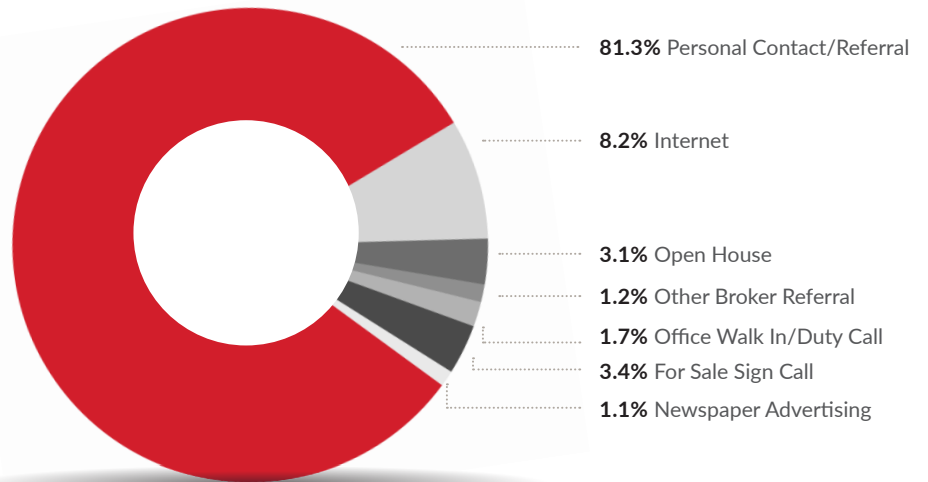
### MARKET SHARE BY \$VOLUME

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

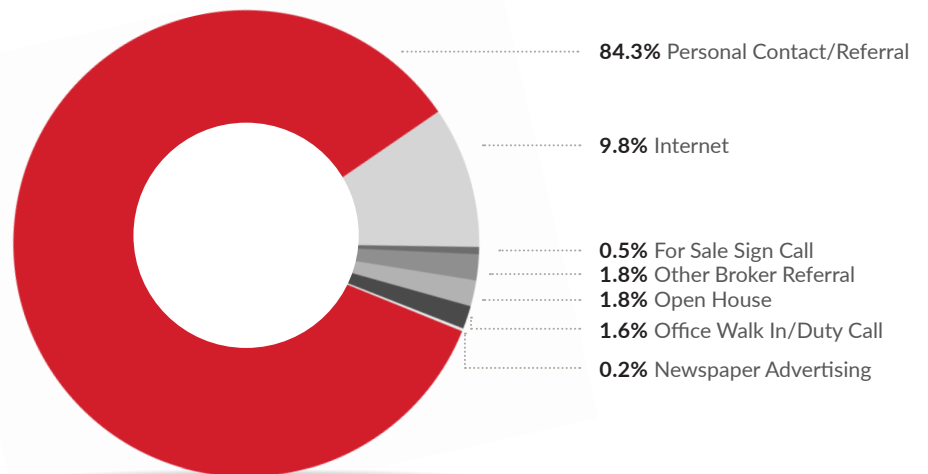


# SOURCE OF BUSINESS

## 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