

CITY OF GUELPH REAL ESTATE MARKET REPORT

JULY 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

SALE PRICES, UNIT SALES, AND INVENTORY CONTINUE TO INCREASE IN GUELPH'S REAL ESTATE MARKET.



YEAR-TO-DATE SALES VOLUME OF \$758,995,394

Up 11.49% from 2018's \$680,747,769. Unit sales of 1,421 are up 6.6% from 2018's 1,333 with 2,189 new listings up 5.65%, and a 64.92% sales/listings ratio up 0.58%.



JULY SALES VOLUME OF \$124,215,016

Up 16.64% from 2018's \$106,494,981. Unit sales of 228 are up 9.09% from last July's 209, with 337 new listings up 19.08%, and a 67.66% sales/listing ratio down 6.2%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$524,757

Up from \$512,270 one year ago. Median sale price of \$508,000 up from \$474,900 one year ago. Average days-on-market of 25 is up 1.29 days from last year.



JULY Numbers

MEDIAN SALE PRICE +6.85%

\$511,500

SALES VOLUME +16.64%

\$124,215,016

UNIT SALES +9.09%

228

NEW LISTINGS +19.08%

337

EXPIRED LISTINGS +5.13%

41

UNIT SALES/LISTINGS RATIO -6.20%

67.66%

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



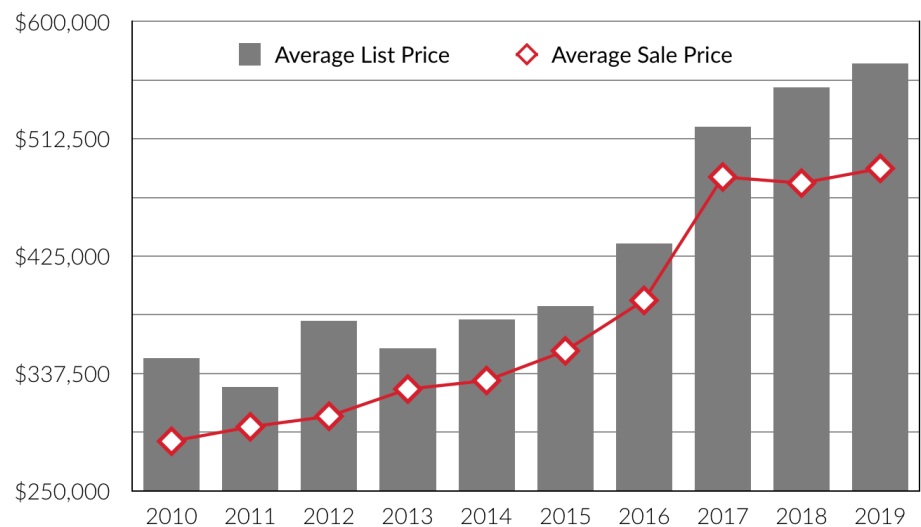
Table 1:
City of Guelph MLS Sales and Listing Summary
 2017 vs. 2018 vs. 2019
 Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$827,171,252	\$680,747,769	\$758,995,394	+11.49%
YTD Unit Sales	1,583	1,333	1,421	+6.6%
YTD New Listings	2,222	2,072	2,189	+5.65%
YTD Sales/Listings Ratio	71.24%	64.33%	64.92%	+0.58%
YTD Expired Listings	94	150	171	+14%
July Sales Volume	\$84,756,056	\$106,494,981	\$124,215,016	+16.64%
July Unit Sales	172	209	228	+9.09%
July New Listings	274	283	337	+19.08%
July Sales/Listings Ratio	62.77%	73.85%	67.66%	-6.20%
July Expired Listings	33	39	41	+5.13%
YTD Sales: \$0-\$199K	26	10	3	-70%
YTD Sales: \$200K-\$349K	225	208	189	-9.13%
YTD Sales: \$350K-\$549K	958	705	673	-4.54%
YTD Sales: \$550K-\$749K	381	294	405	+37.76%
YTD Sales: \$750K-\$999K	128	91	126	+38.46%
YTD Sales: \$1M+	45	25	25	No Change
YTD Average Days-On-Market	16.86	23.71	25	+5.42%
YTD Average Sale Price	\$517,501	\$512,270	\$524,757	+2.44%
YTD Median Sale Price	\$479,500	\$474,900	\$508,000	+6.97%

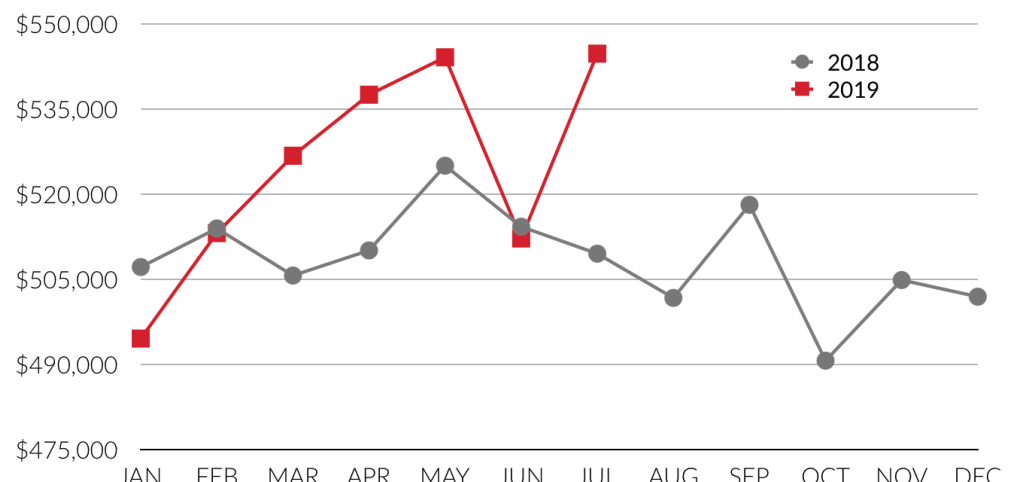
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



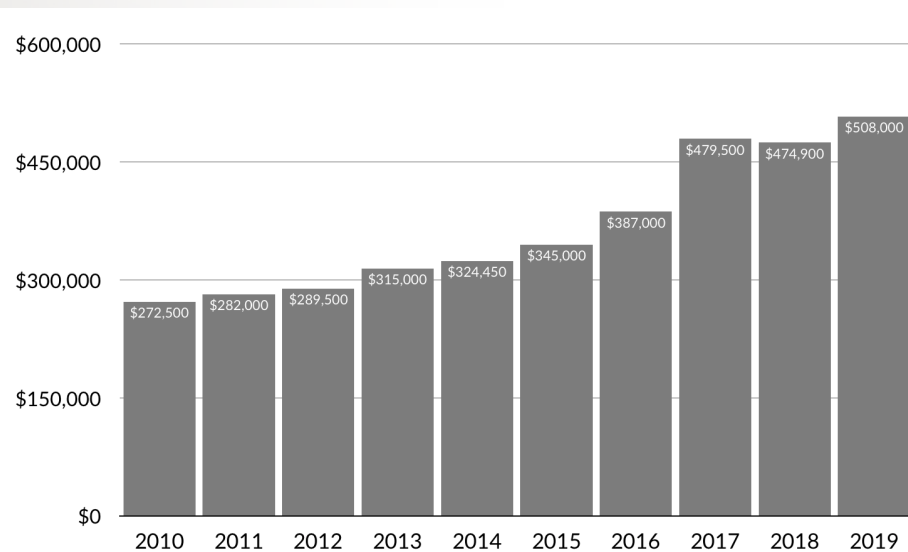
MONTH OVER MONTH 2018 VS. 2019



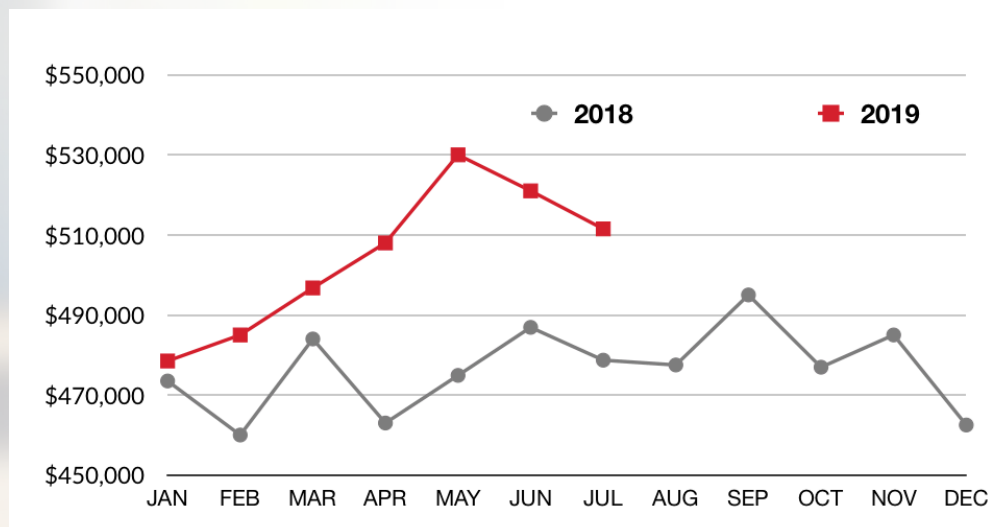
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

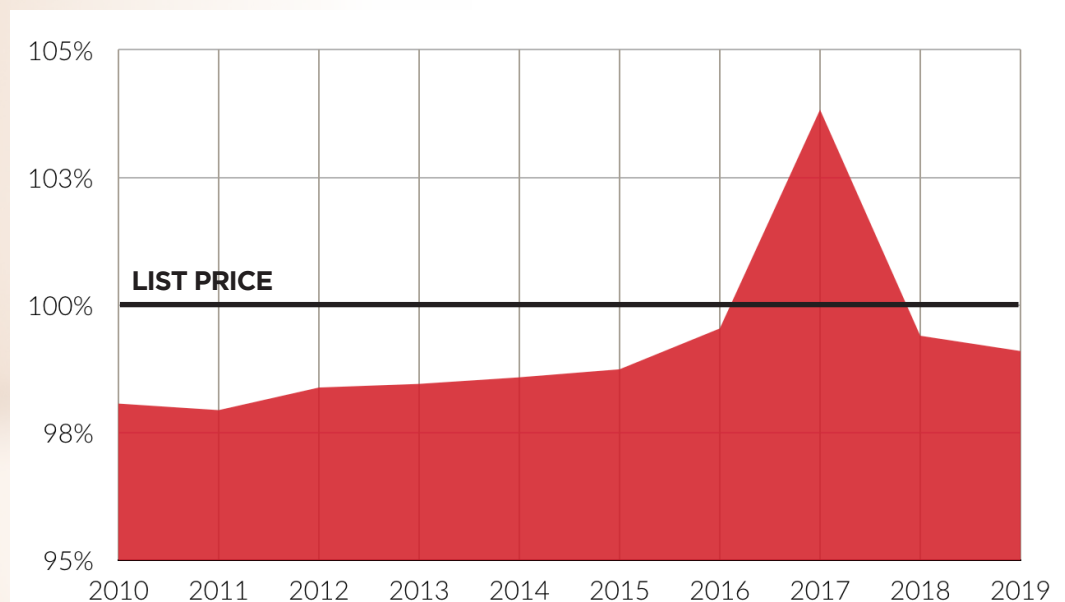


* Median sale price is based on residential sales (including freehold and condominiums).

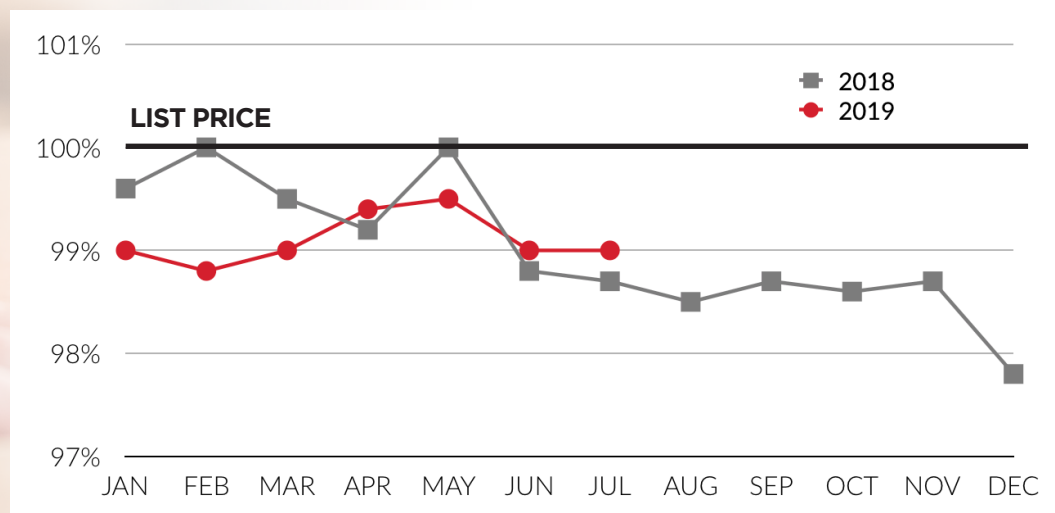
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



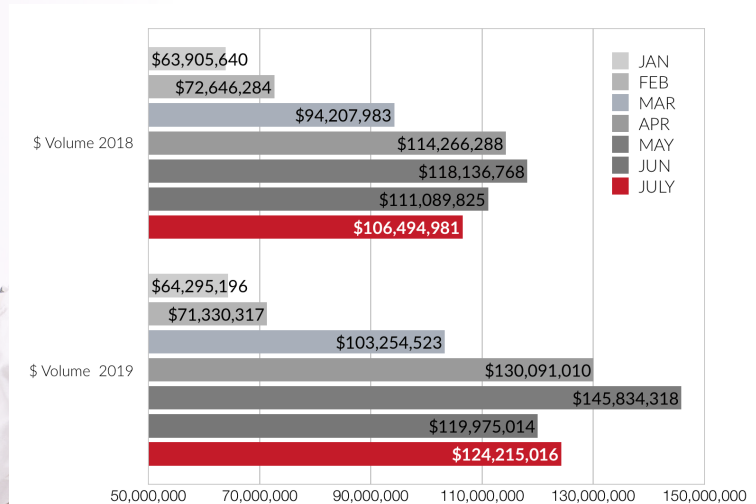
MONTH OVER MONTH 2018 VS. 2019



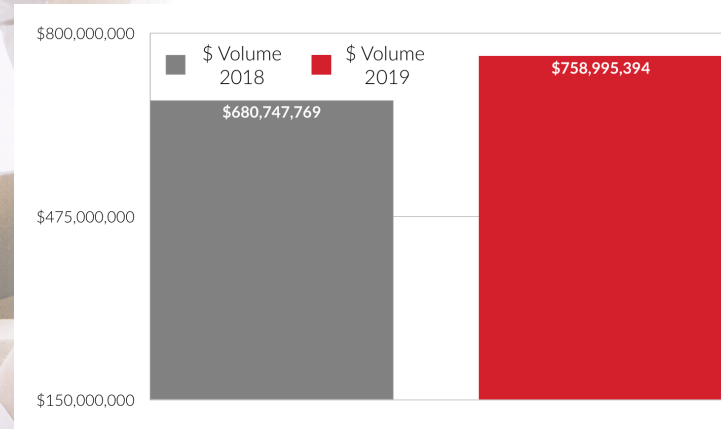
\$ VOLUME SALES

CITY OF GUELPH

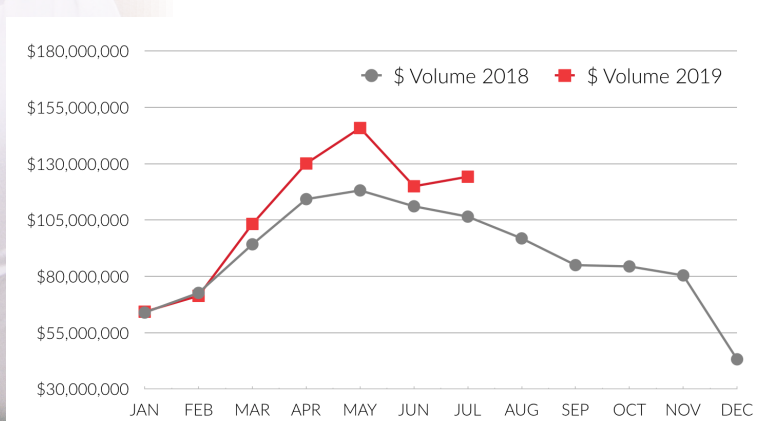
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

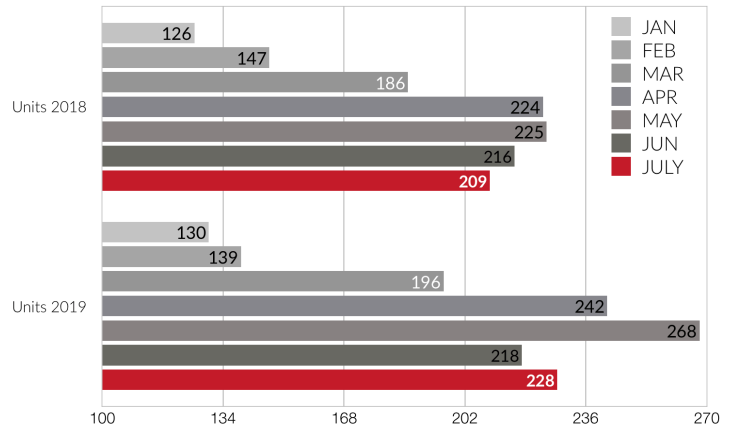




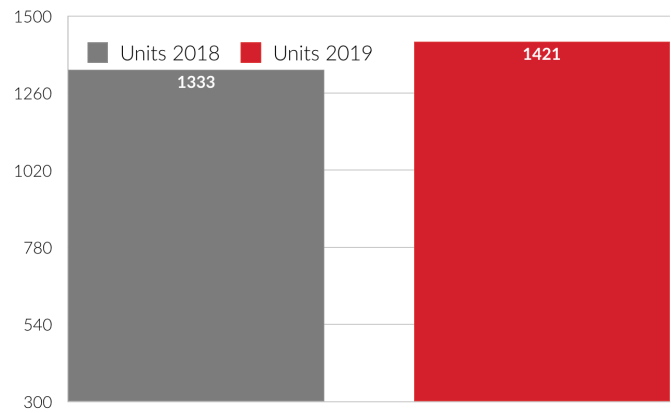
UNIT SALES

CITY OF GUELPH

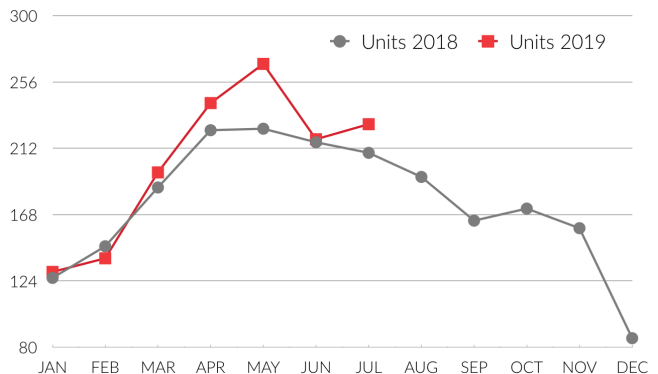
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

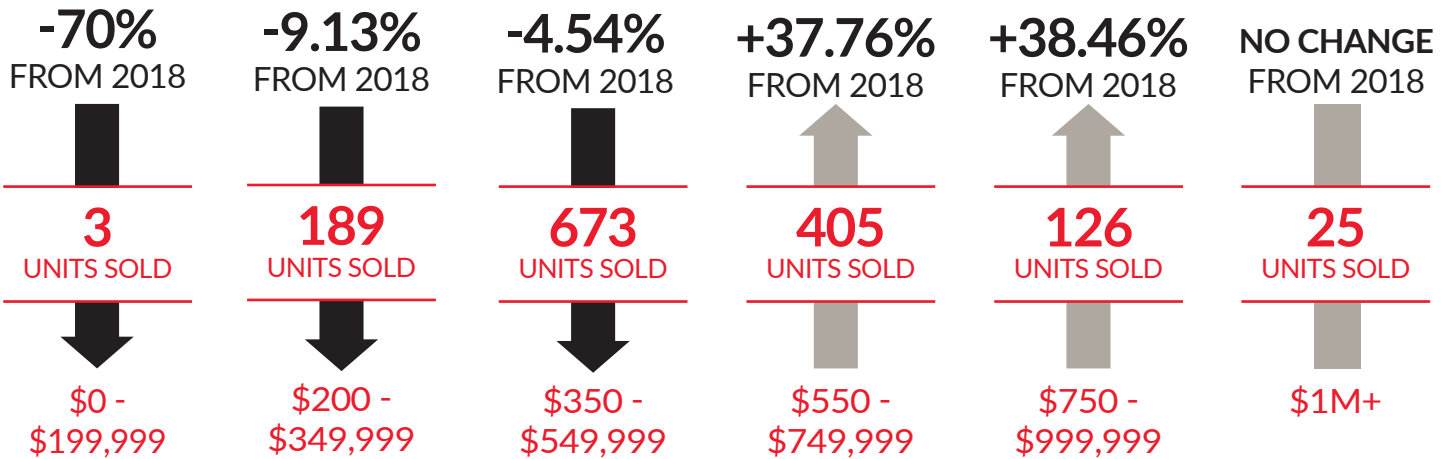


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH

FREEHOLD HOME SALES

+13.35%

YTD
SALES VOLUME
\$547,302,098

+7.04%

YTD
UNIT SALES
912

+5.89%

YTD AVERAGE
SALE PRICE
\$600,112

+13.5%

JULY
SALES VOLUME
\$90,744,014

+4.96%

JULY
UNIT SALES
148

CONDOMINIUM HOME SALES

+8.9%

YTD
SALES VOLUME
\$188,390,349

+5.97%

YTD
UNIT SALES
479

+2.76%

YTD AVERAGE
SALE PRICE
\$393,299

+17.06%

JULY
SALES VOLUME
\$30,191,002

+14.93%

JULY
UNIT SALES
77

VACANT LAND SALES

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

YTD
SALES VOLUME
\$440,000

YTD
UNIT SALES
1

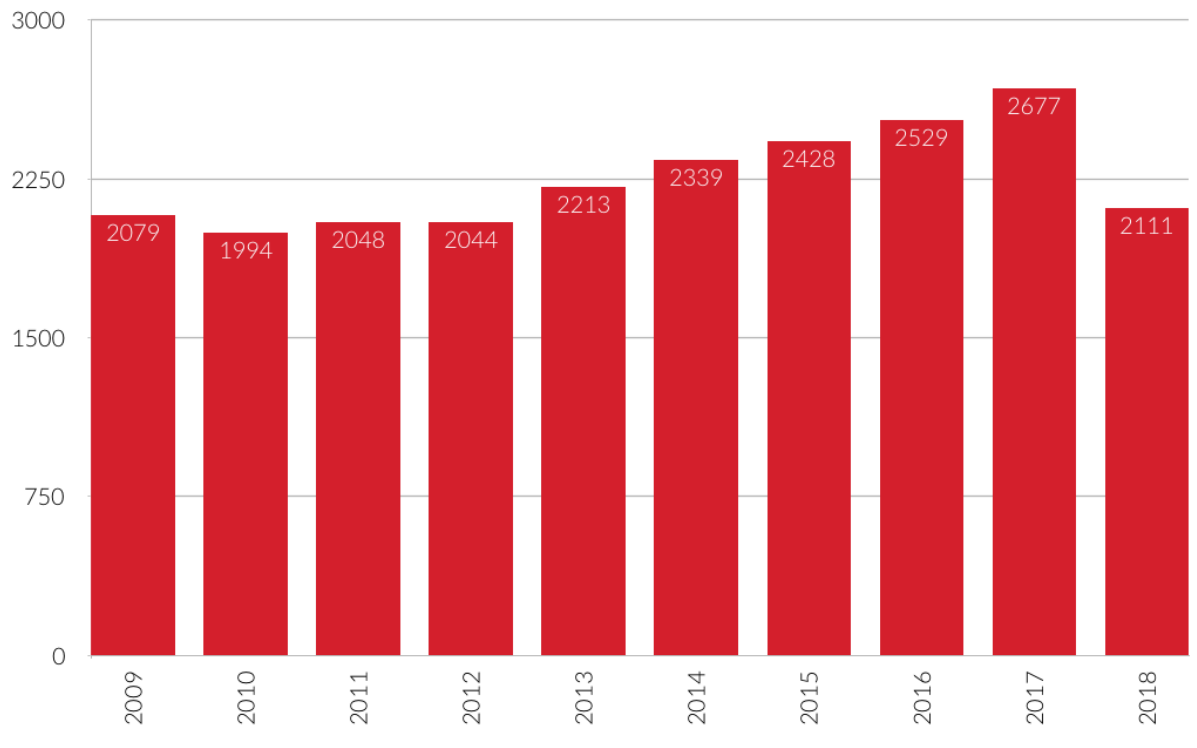
YTD AVERAGE
SALE PRICE
\$440,000

JULY
SALES VOLUME
\$0

JULY
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

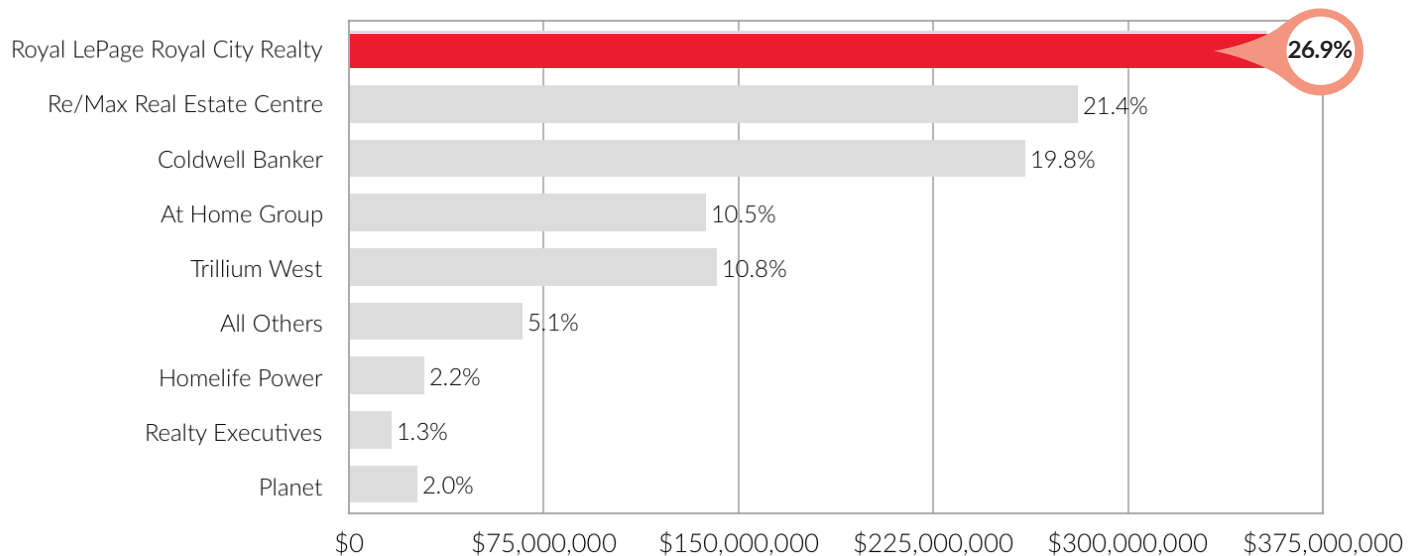


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

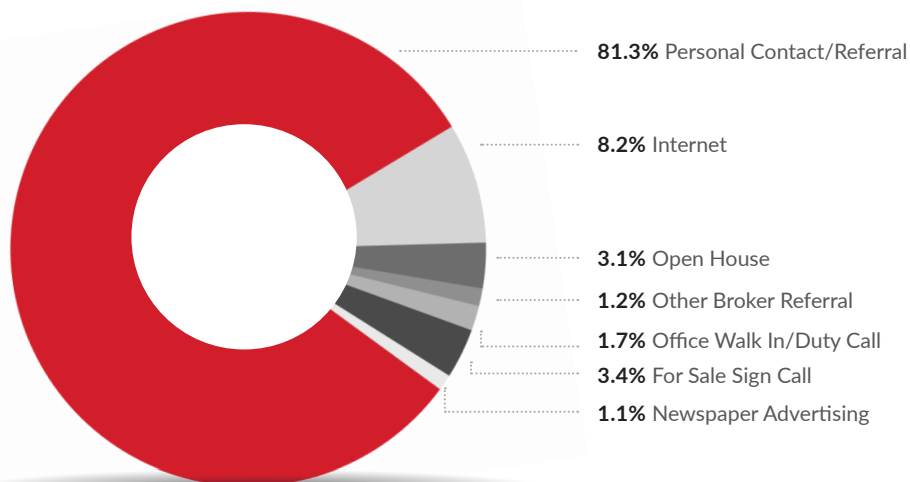
MARKET SHARE BY \$VOLUME

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

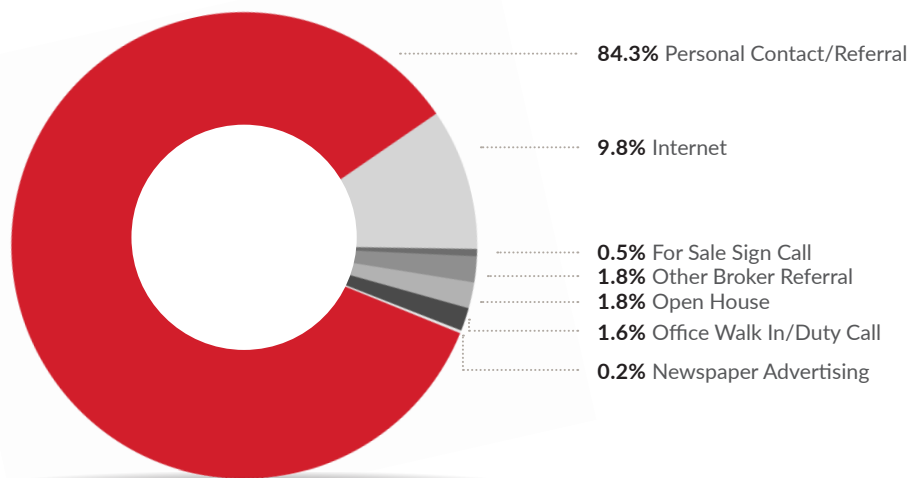


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE 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