

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

AUGUST 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

SELLER'S MARKET

AS WE HEAD INTO Q3, SALES ACTIVITY IS INCREASING WHILE INVENTORY IS DECREASING IN THIS SMALL SAMPLE SIZE.



YEAR-TO-DATE SALES VOLUME OF \$96,891,439

Up **11%** from 2018's \$87,286,688. Unit sales of **124** are up **12.73%** from 2018's **110**, with **231** new down up **0.43%**, and a **53.68%** sales/listings ratio up **6.27%**.



AUGUST SALES VOLUME OF \$13,700,900

Up **59.1%** from 2018's \$8,611,400. Unit sales of **18** are up **50%** from 2018's **12**, with **21** new listings down **12.5%**, and a **85.71%** sales/listings ratio up **35.71%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$804,876

Up from \$797,595 one year ago. Median sale price of \$723,750 up from \$715,500 one year ago. Average days-on-market of **48.13** is up **5.25** days from last year.



AUGUST Numbers

MEDIAN SALE PRICE +4.96%

\$751,500

SALES VOLUME +59.1%

\$13,700,900

UNIT SALES +50%

18

NEW LISTINGS -12.5%

21

EXPIRED LISTINGS +100%

12

UNIT SALES/LISTINGS RATIO +35.71%

85.71%

Year over year comparison
(August 2018 to August 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 - August 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

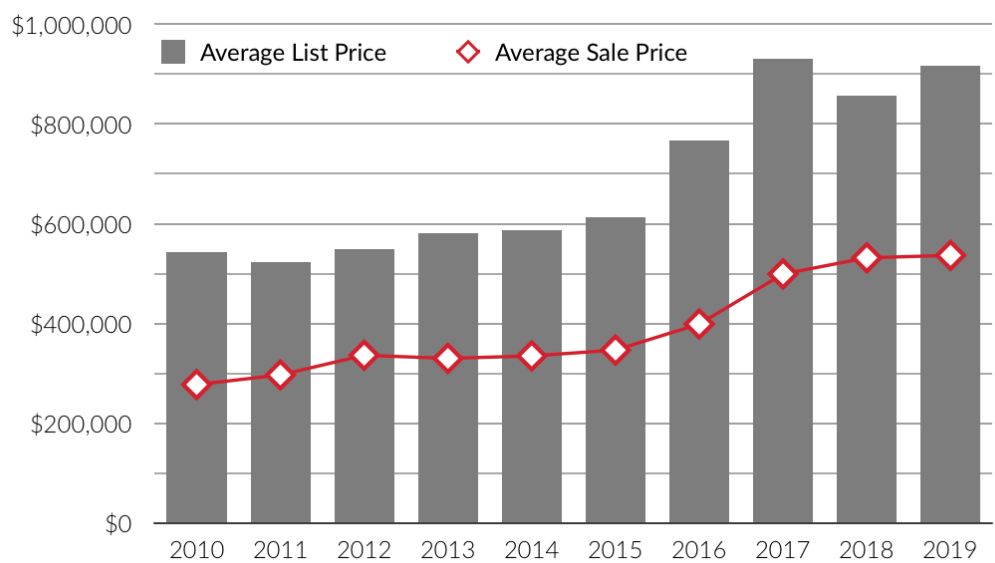
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$75,570,645	\$87,286,688	\$96,891,439	+11%
YTD Unit Sales	101	110	124	+12.73%
YTD New Listings	176	232	231	-0.43%
YTD Sales/Listings Ratio	57.39%	47.41%	53.68%	+6.27%
YTD Expired Listings	17	23	48	+109%
August Volume Sales	\$10,311,900	\$8,611,400	\$13,700,900	+59.1%
August Unit Sales	13	12	18	+50%
August New Listings	23	24	21	-12.5%
August Sales/Listings Ratio	56.52%	50%	85.71%	+35.17%
August Expired Listings	7	6	12	+100%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	4	4	No Change
YTD Sales: Under \$350K-\$549K	15	16	16	No Change
YTD Sales: Under \$550K-\$749K	32	42	52	+23.81%
YTD Sales: Under \$750K-\$999K	34	36	31	-13.89%
YTD Sales: \$1M+	15	12	21	+75%
YTD Average Days-On-Market	33.88	42.88	48.13	+12.24%
YTD Average Sale Price	\$748,926	\$797,595	\$804,876	+0.91%
YTD Median Sale Price	\$735,000	\$715,500	\$723,750	+1.15%

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

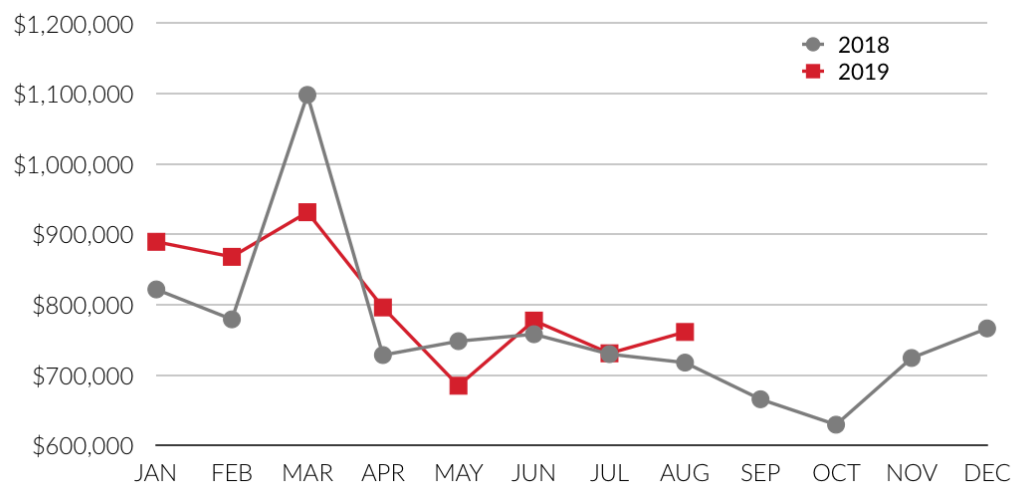
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



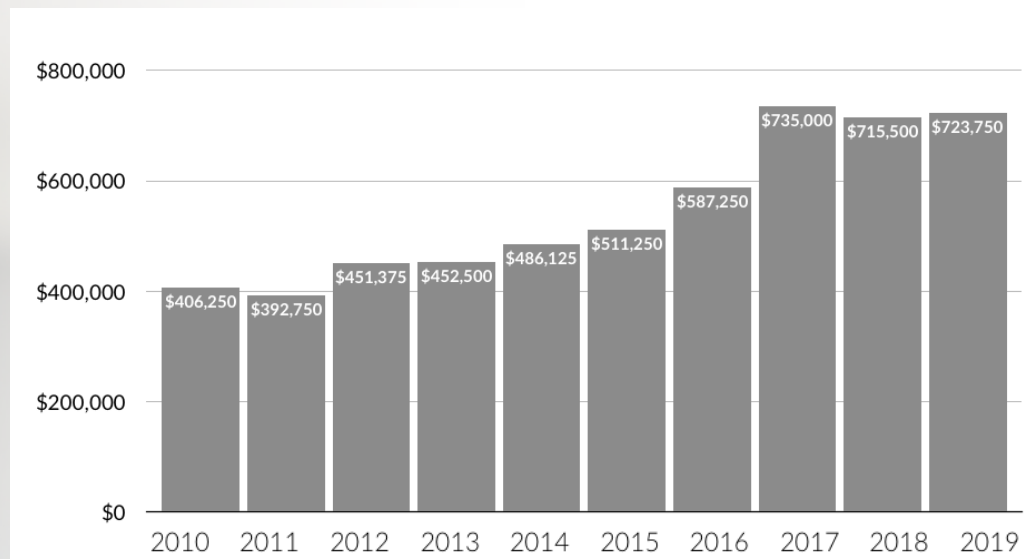
MONTH OVER MONTH 2018 VS. 2019



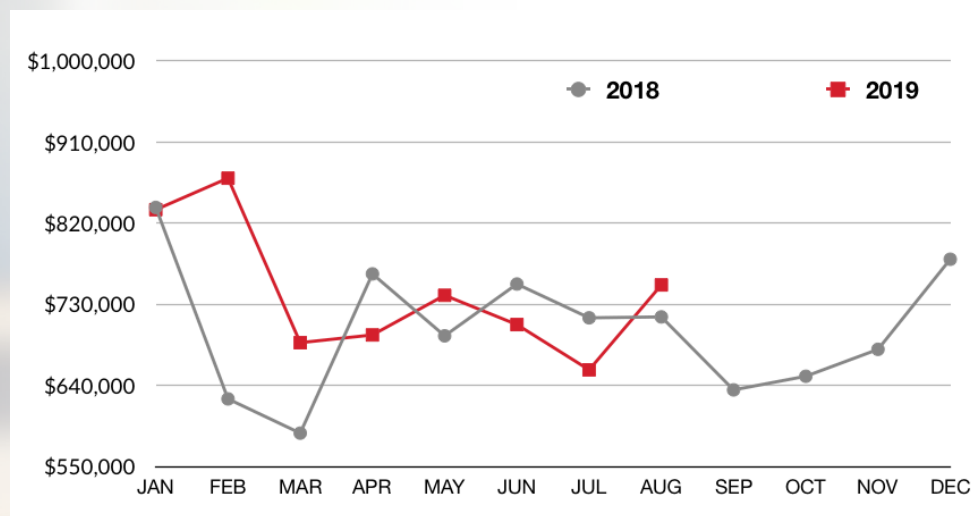
MEDIAN SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

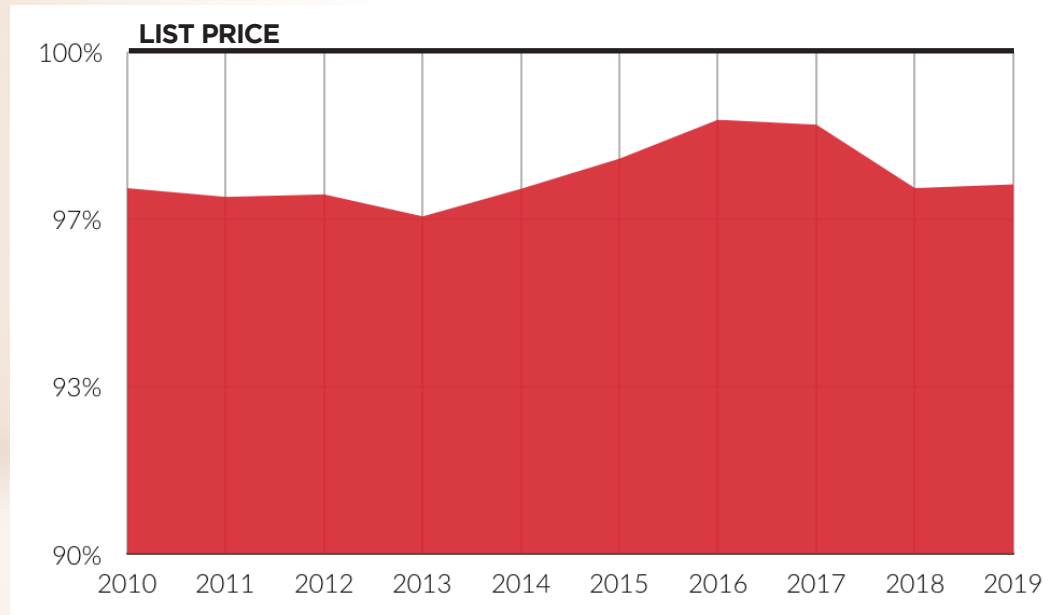


* Median sale price is based on residential sales (including freehold and condominiums).

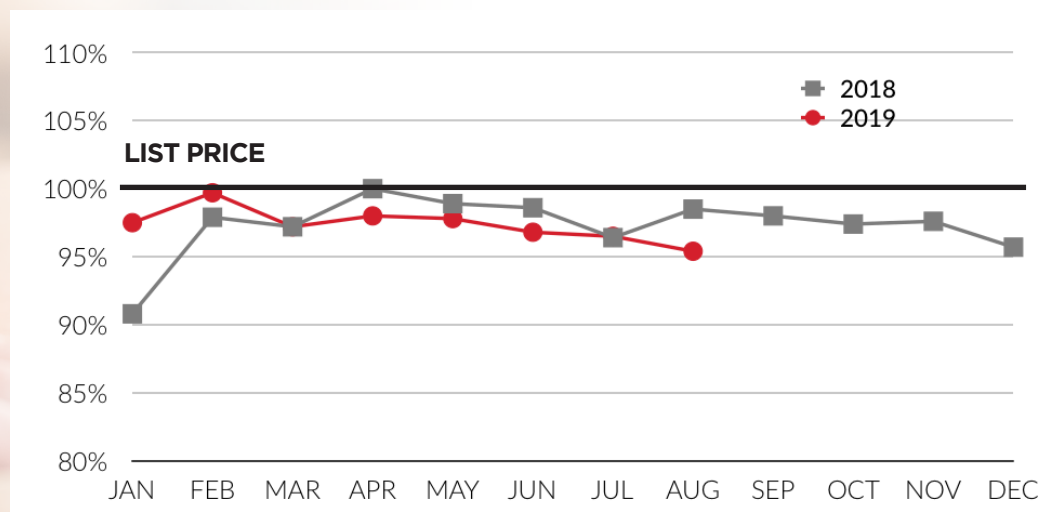
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



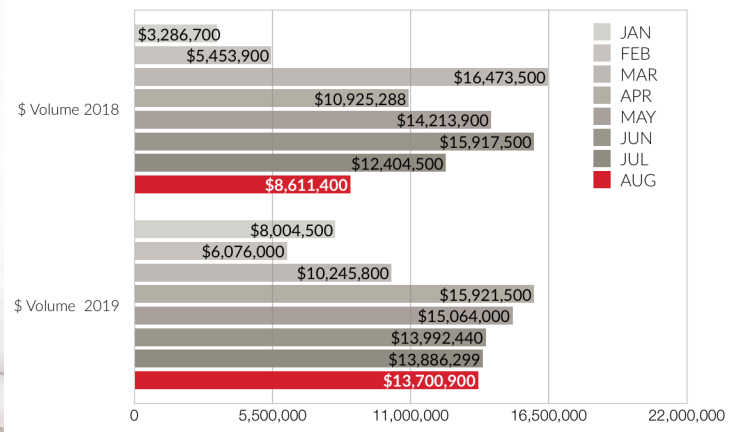
MONTH OVER MONTH 2018 VS. 2019



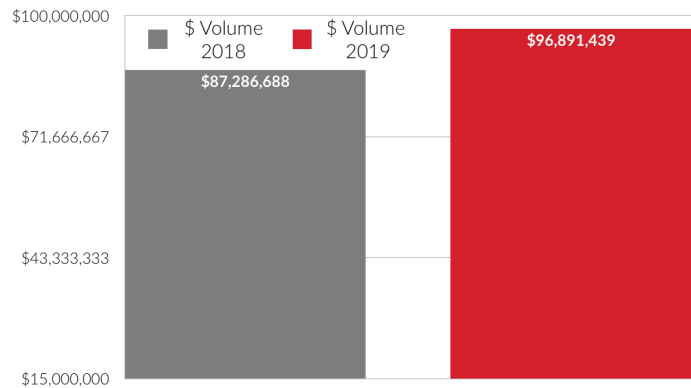
\$ VOLUME SALES

GUELPH ERAMOS

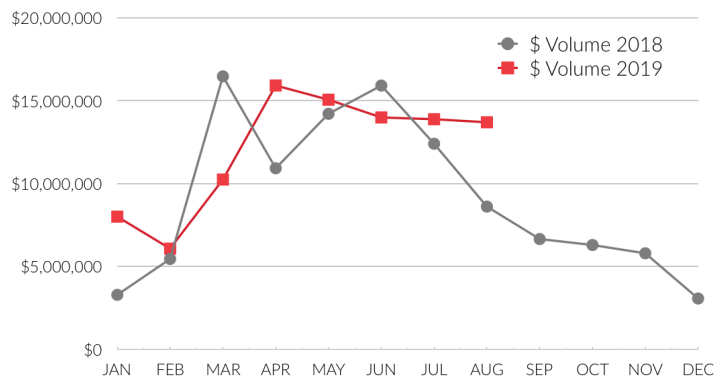
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

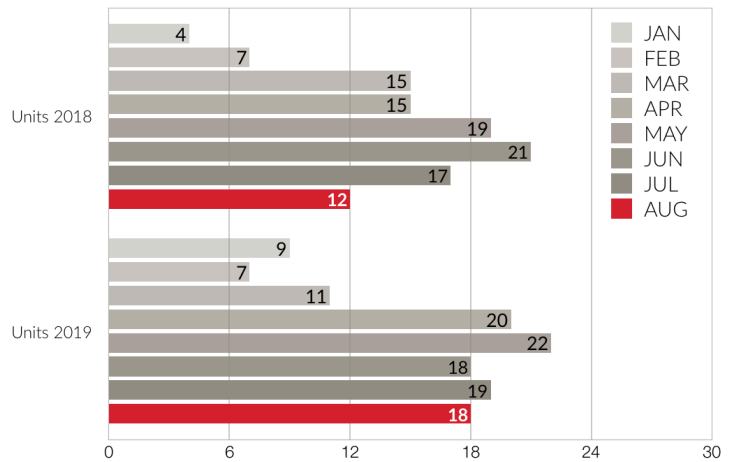




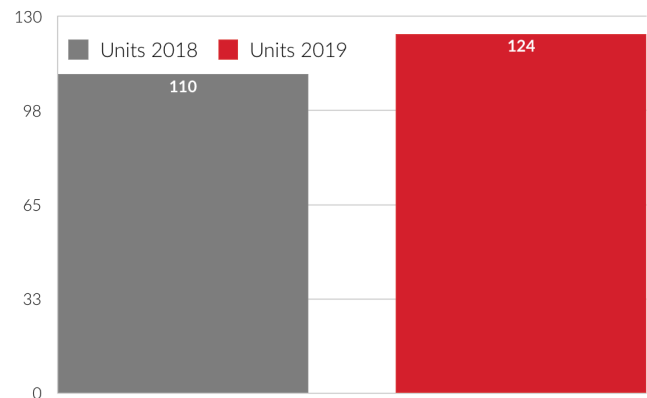
UNIT SALES

GUELPH ERAMOS

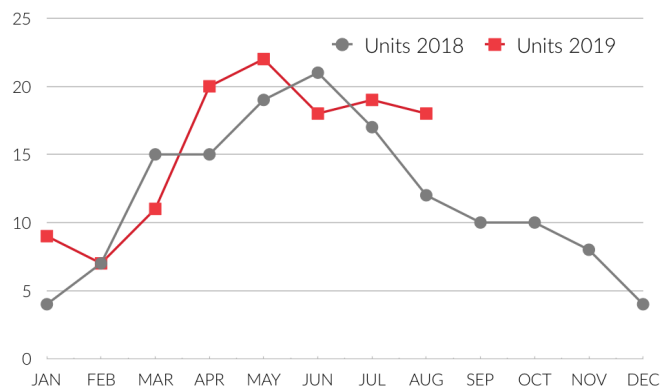
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

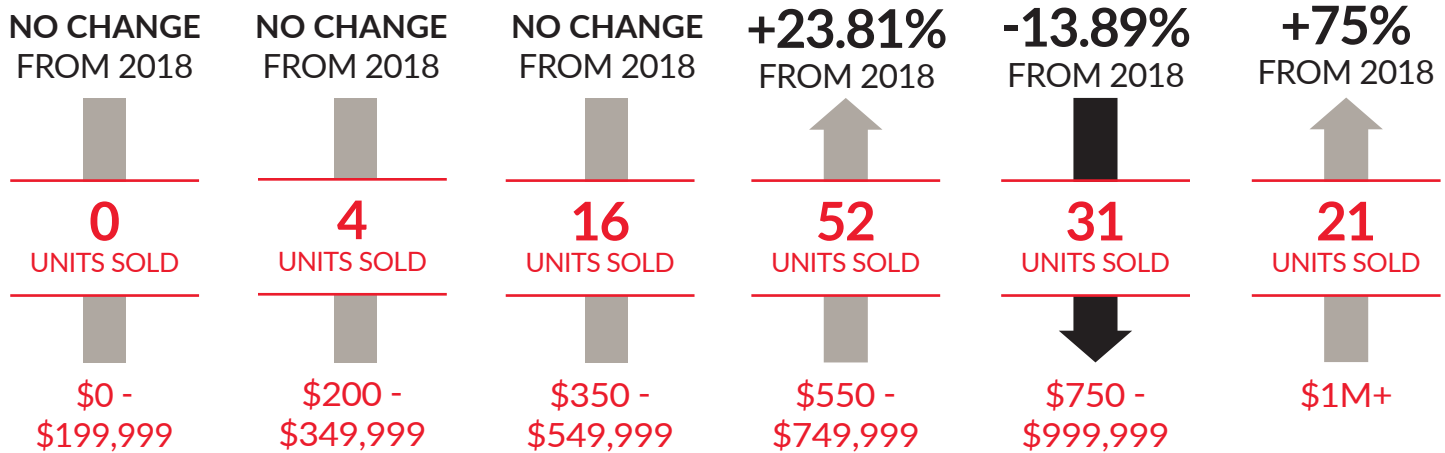


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

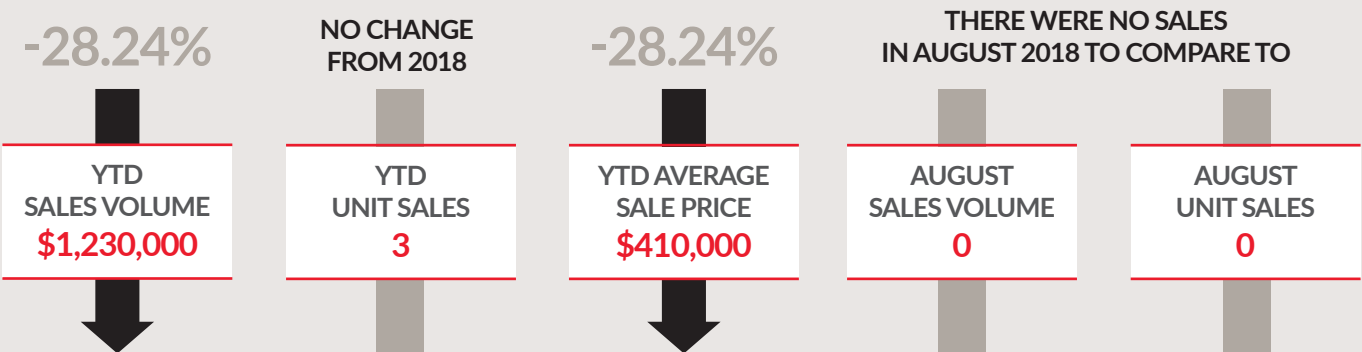
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

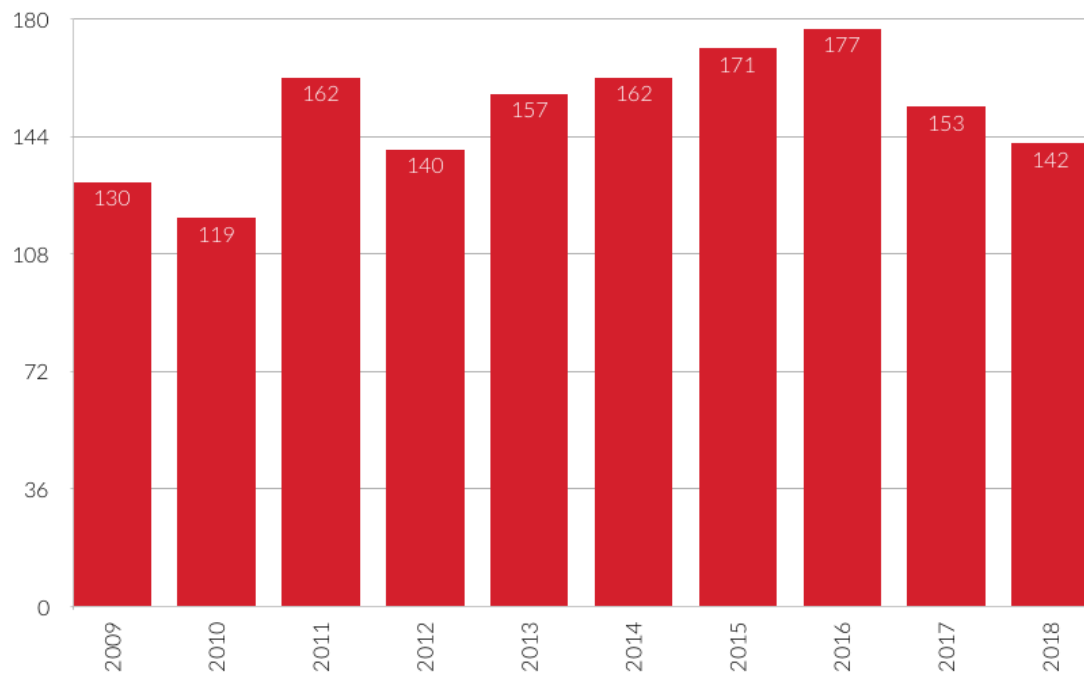


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

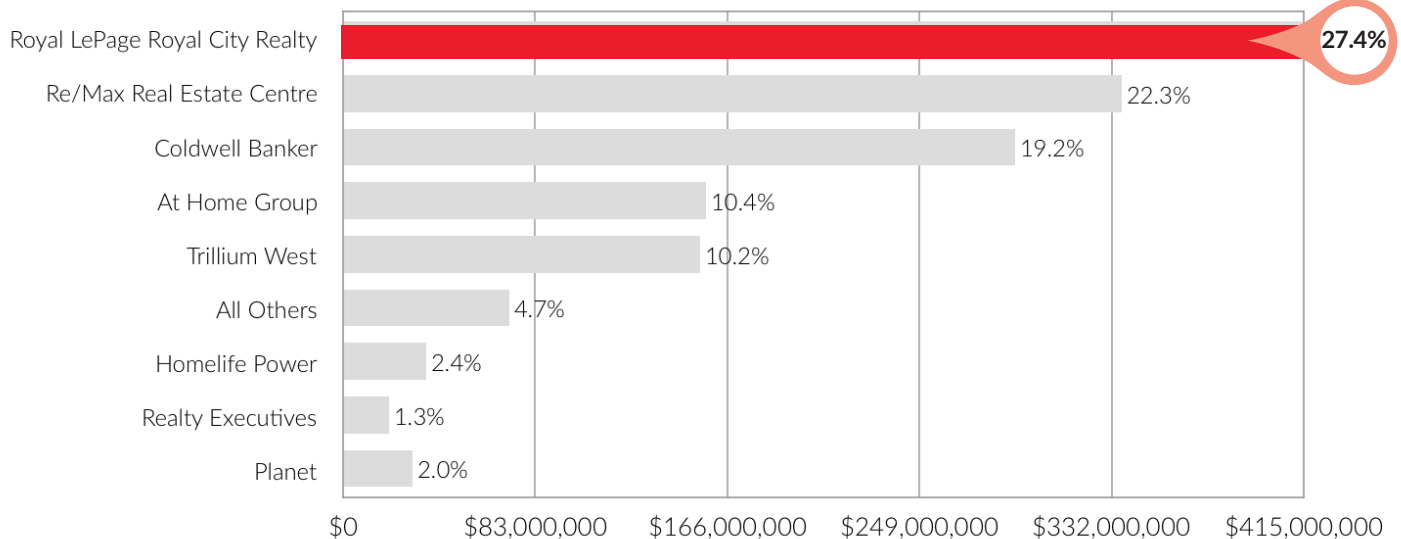


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

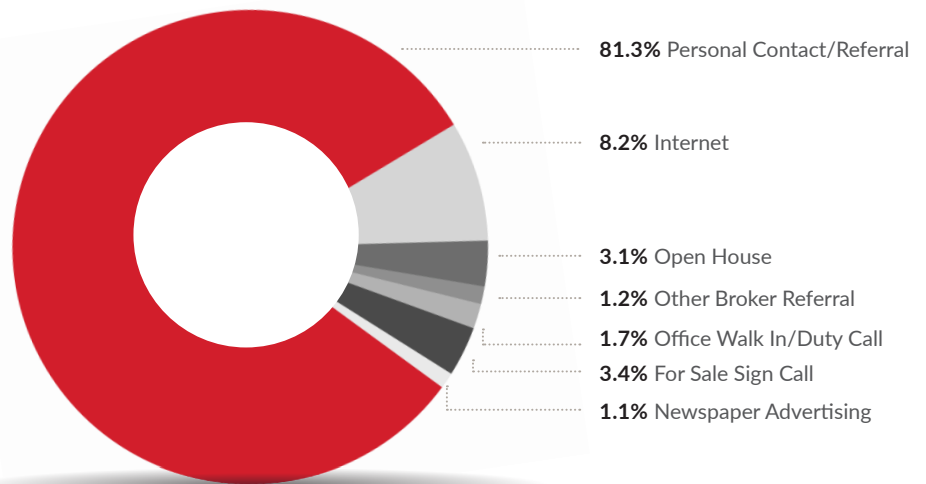
MARKET SHARE BY \$VOLUME

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

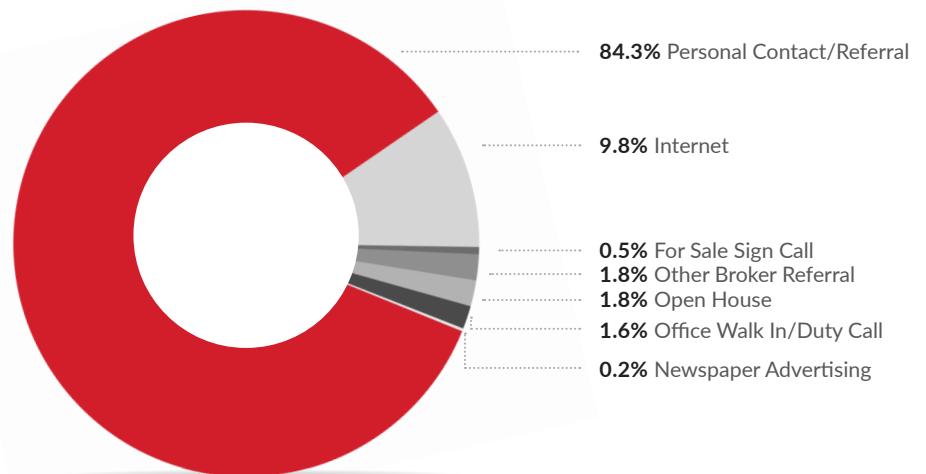


SOURCE OF BUSINESS

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