

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

SEPTEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

BUYER'S MARKET

THIS SMALL SAMPLE SIZE IS EXPERIENCING A JUMP IN SALES VOLUME AND INVENTORY AS THEY HEAD INTO Q4.



YEAR-TO-DATE SALES VOLUME OF \$107,269,789

Up 14.19% from 2018's \$93,941,688. Unit sales of 136 are up 13.33% from 2018's 120, with 272 new listings up 7.09%, and a 50% sales/listings ratio up 2.76%.



SEPTEMBER SALES VOLUME OF \$9,653,350

Up 45.05% from 2018's \$6,655,000. Unit sales of 11 are up 10% from 2018's 10, with 41 new listings up 86.36%, and a 26.83% sales/listings ratio down 23.17%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$812,742

Up from \$782,918 one year ago. Median sale price of \$740,000 up from \$715,500 one year ago. Average days-on-market of 47.56 is up 5.34 days from last year.



SEPTEMBER Numbers

MEDIAN SALE PRICE +23.87%

\$786,550

SALES VOLUME +45.05%

\$9,653,350

UNIT SALES +50%

11

NEW LISTINGS -12.5%

41

EXPIRED LISTINGS -25%

3

UNIT SALES/LISTINGS RATIO -23.17%

26.83%

Year over year comparison
(September 2018 to September 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 - September 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

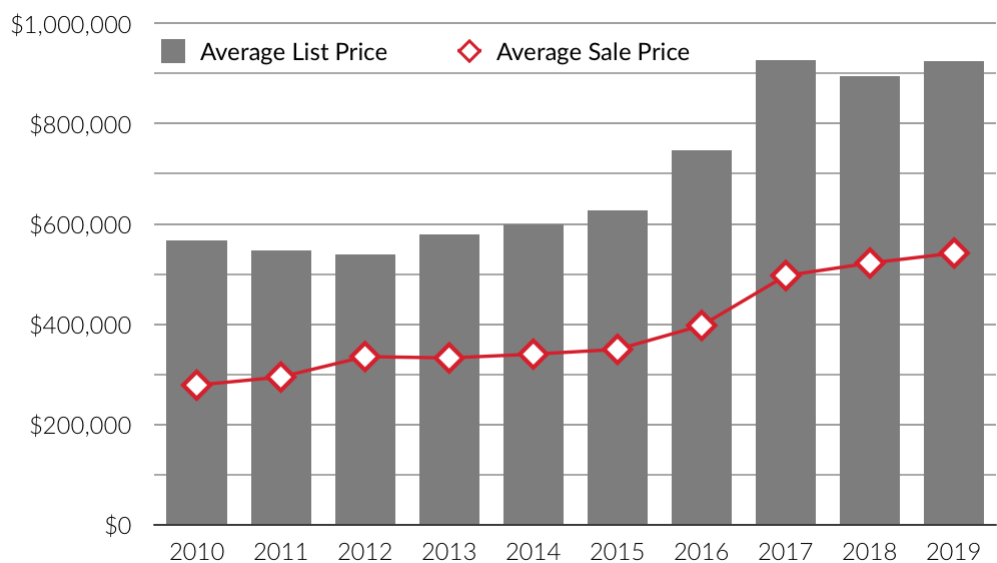
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$82,733,645	\$93,941,688	\$107,269,789	+14.19%
YTD Unit Sales	111	120	136	+13.33 %
YTD New Listings	227	254	272	+7.09%
YTD Sales/Listings Ratio	48.90%	47.24%	50.00%	+2.76%
YTD Expired Listings	17	23	47	+104
September Volume Sales	\$7,163,000	\$6,655,000	\$9,653,350	+45.05%
September Unit Sales	10	10	11	+10.00%
September New Listings	51	22	41	+86.36%
September Sales/Listings Ratio	56.52%	50%	26.83%	-23.17%
September Expired Listings	3	4	3	-25%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	5	4	-20%
YTD Sales: Under \$350K-\$549K	17	18	16	-11.11%
YTD Sales: Under \$550K-\$749K	37	47	55	+17.02%
YTD Sales: Under \$750K-\$999K	35	38	37	-2.63%
YTD Sales: \$1M+	17	12	24	+100%
YTD Average Days-On-Market	32.78	42.22	47.56	+12.63%
YTD Average Sale Price	\$745,301	\$782,918	\$812,742	+3.81%
YTD Median Sale Price	\$720,000	\$715,000	\$740,000	+3.50%

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

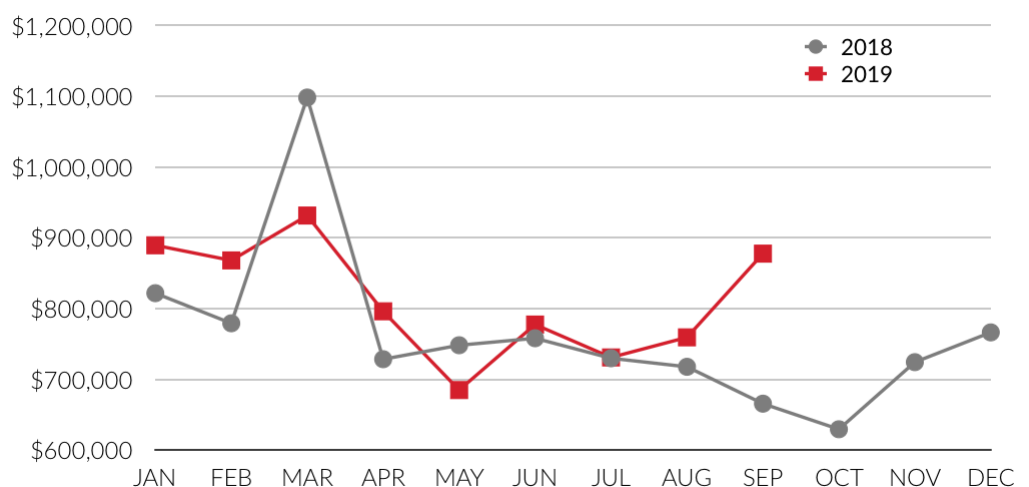
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



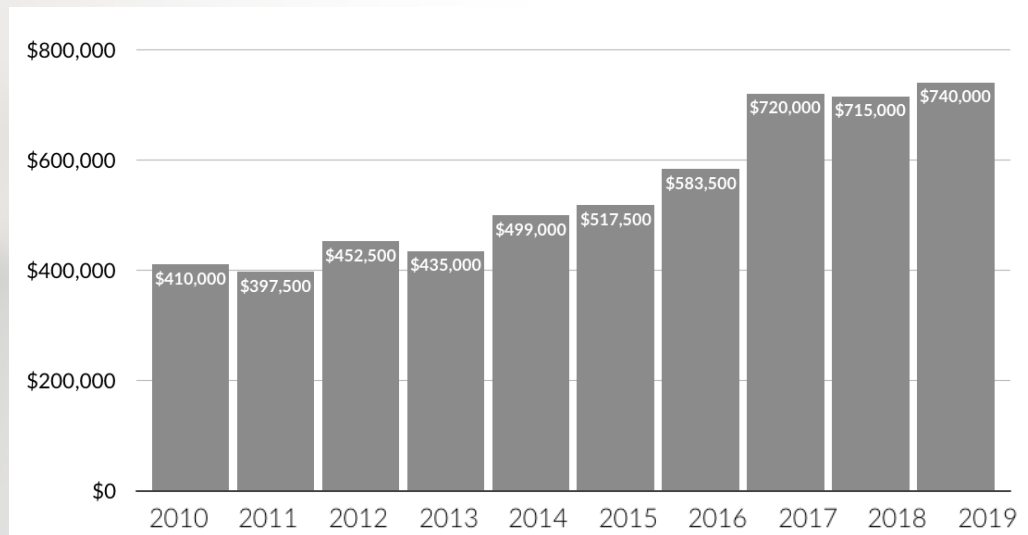
MONTH OVER MONTH 2018 VS. 2019



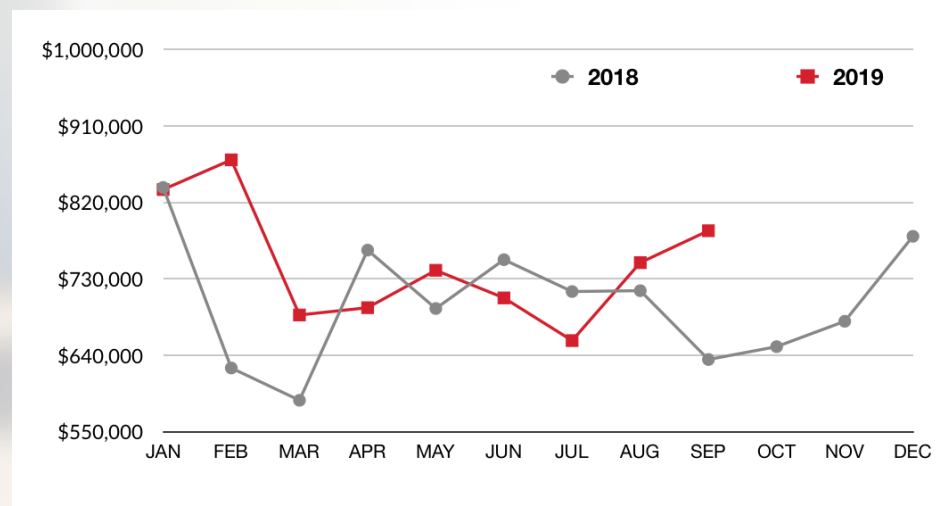
MEDIAN SALE PRICE

GUELPH ERAMOSIA

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

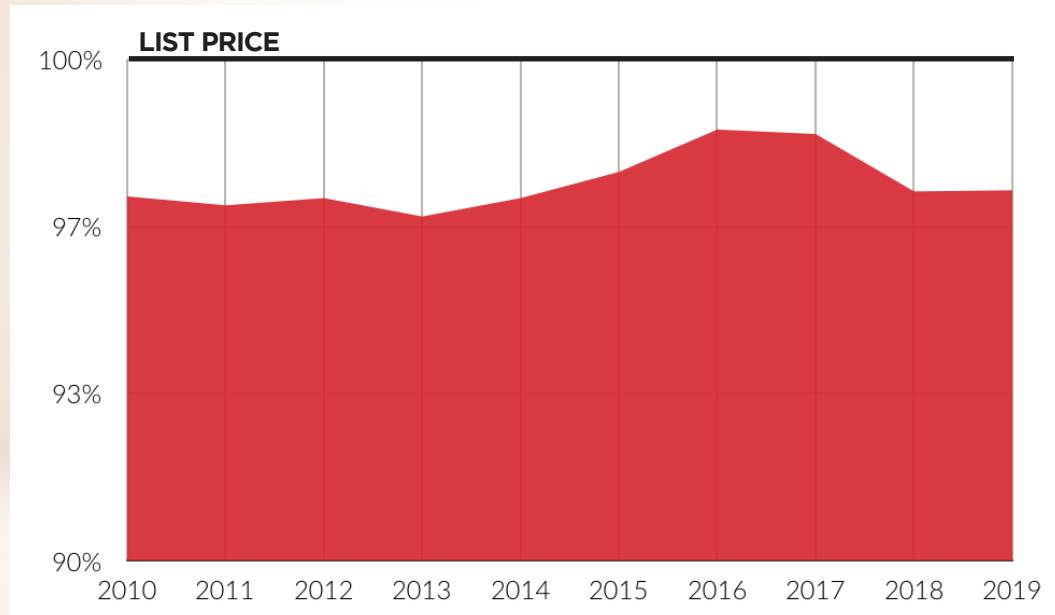


* Median sale price is based on residential sales (including freehold and condominiums).

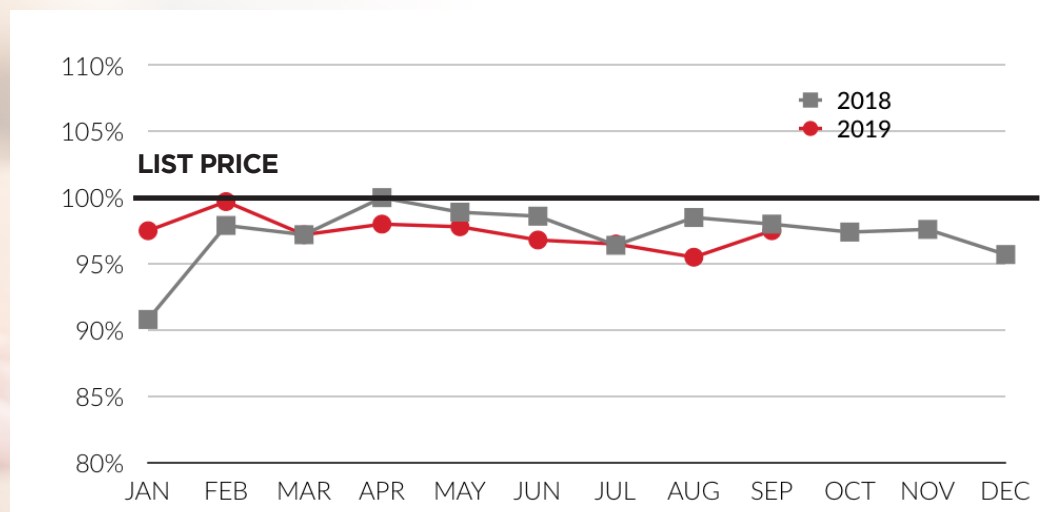
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



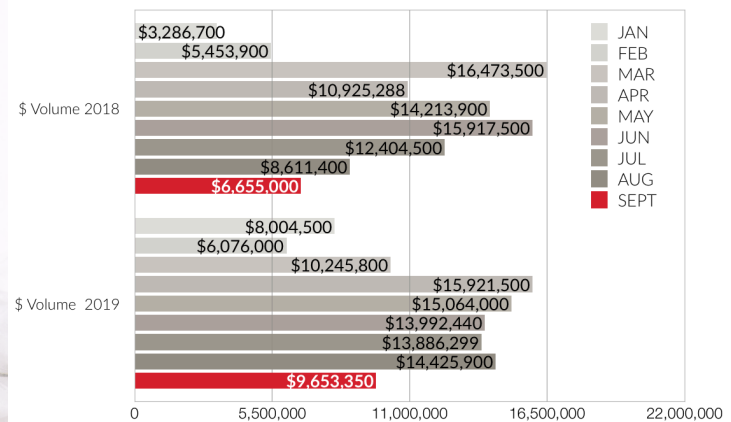
MONTH OVER MONTH 2018 VS. 2019



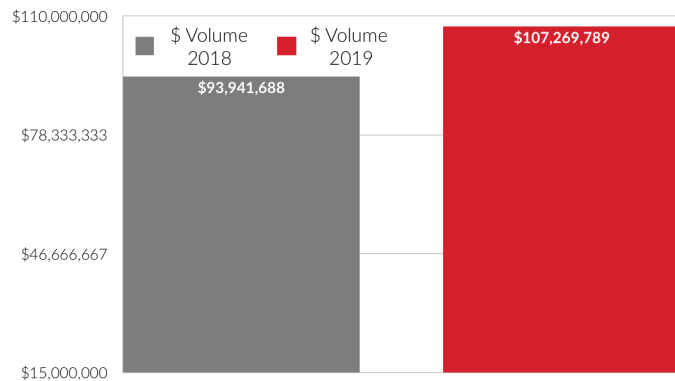
\$ VOLUME SALES

GUELPH ERAMOSA

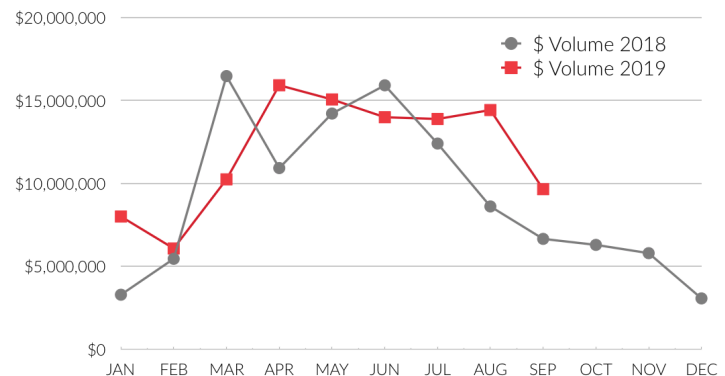
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

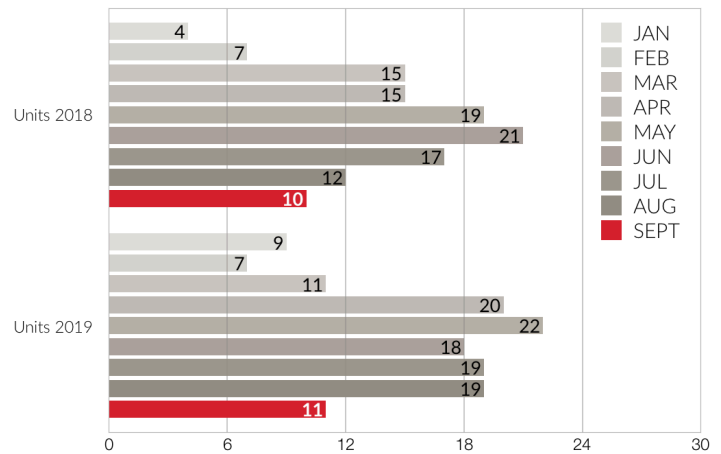




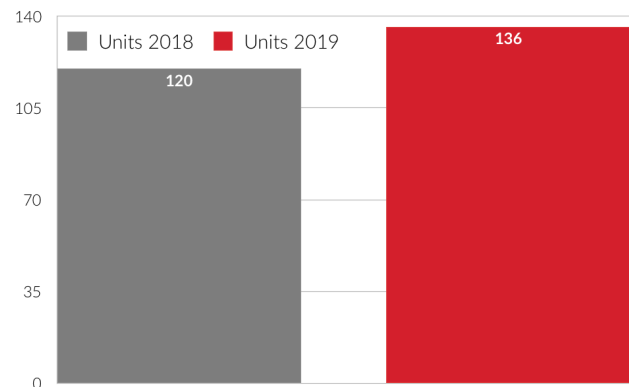
UNIT SALES

GUELPH ERAMOS

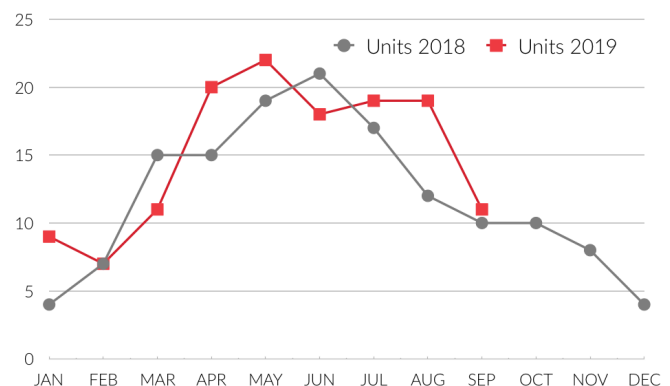
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

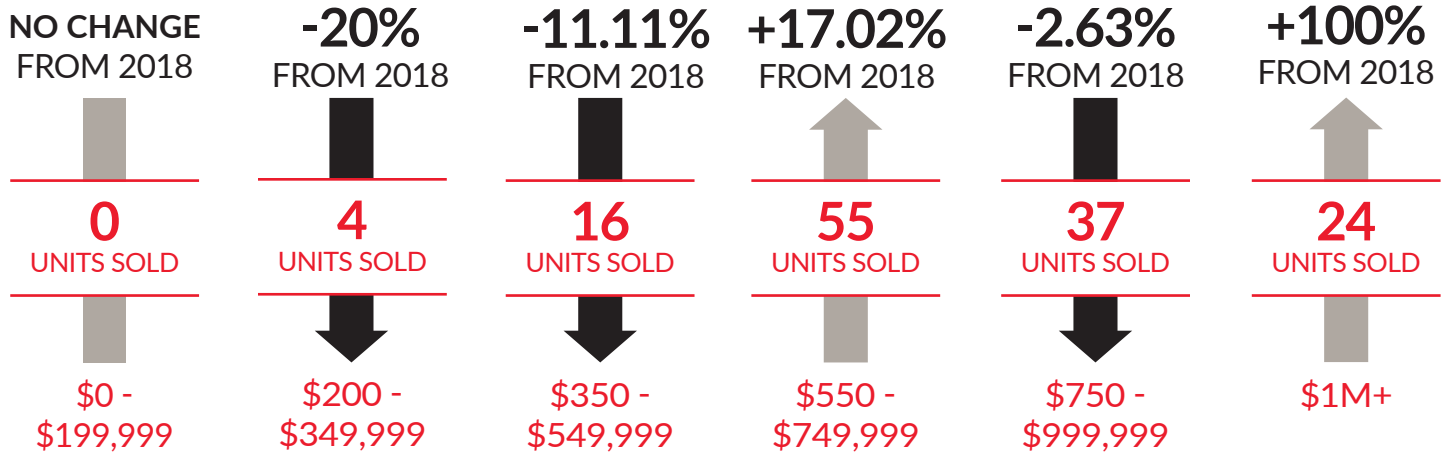


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+12.25%

YTD
SALES VOLUME
\$85,420,099

+6.52%

YTD
UNIT SALES
98

+3.48%

YTD AVERAGE
SALE PRICE
\$821,634

+35.55%

SEPTEMBER
SALES VOLUME
\$8,553,350

+11.11%

SEPTEMBER
UNIT SALES
10

CONDOMINIUM HOME SALES

-40.3%

YTD
SALES VOLUME
\$4,124,690

-16.7%

YTD
UNIT SALES
10

-28.3%

YTD AVERAGE
SALE PRICE
\$412,469

DOWN FROM
\$345,000 IN
SEPTEMBER 2018

SEPTEMBER
SALES VOLUME
0

DOWN FROM 1 IN
SEPTEMBER 2018

SEPTEMBER
UNIT SALES
0

VACANT LAND SALES

-28.24%

YTD
SALES VOLUME
\$1,230,000

NO CHANGE
FROM 2018

YTD
UNIT SALES
3

-28.24%

YTD AVERAGE
SALE PRICE
\$410,000

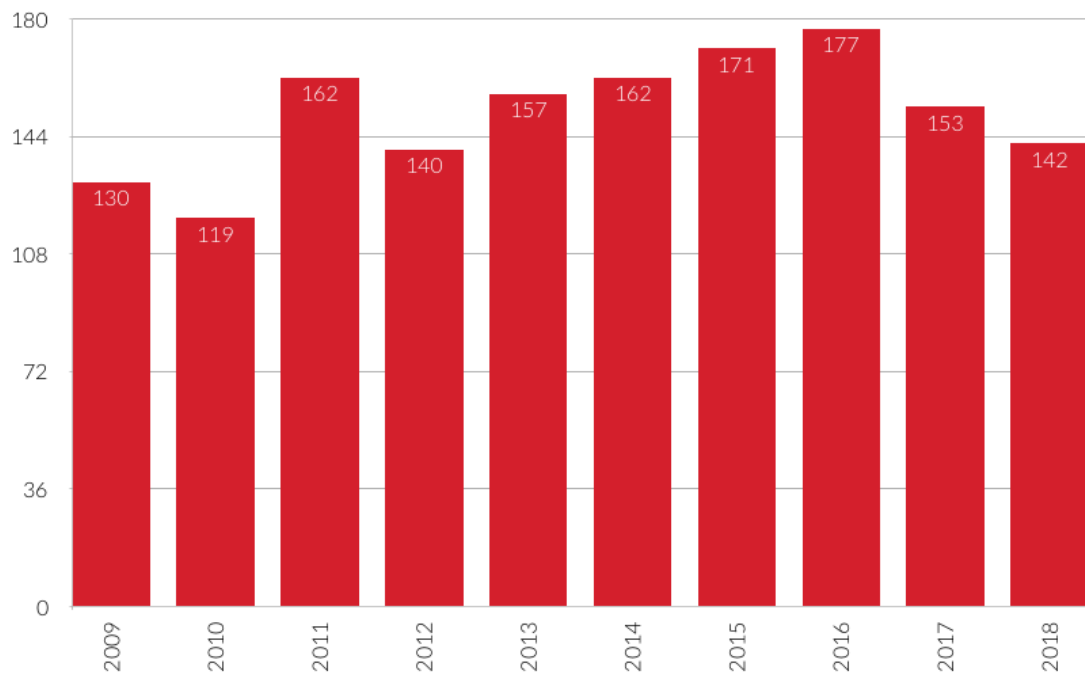
THERE WERE NO SALES
IN SEPTEMBER 2018 TO COMPARE TO

SEPTEMBER
SALES VOLUME
0

SEPTEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

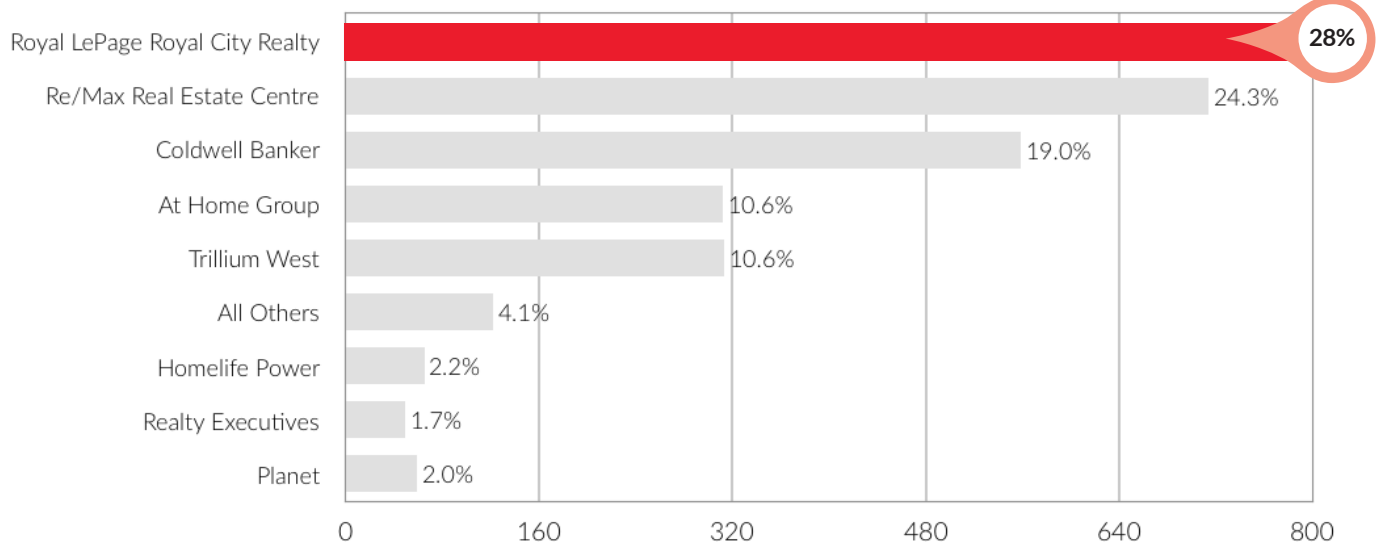


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

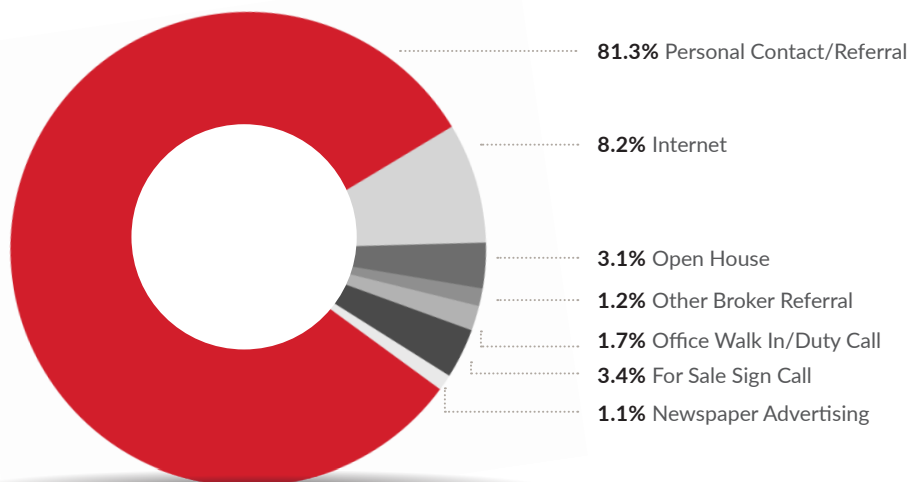
MARKET SHARE BY \$VOLUME

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

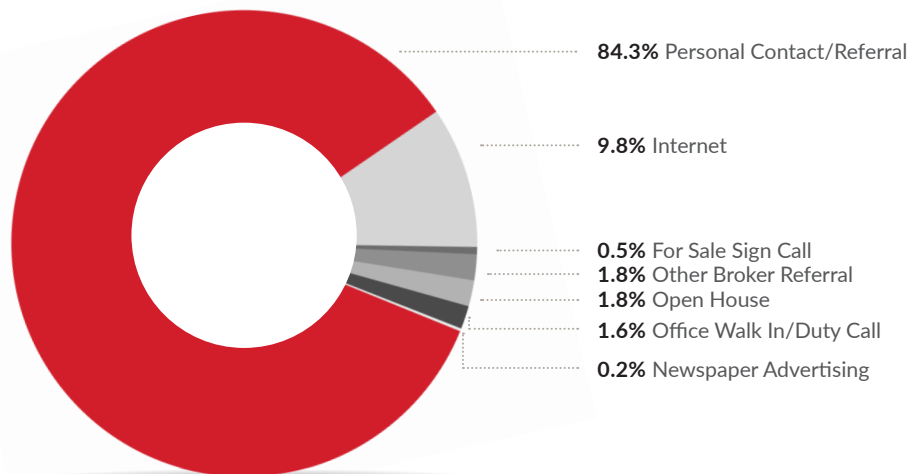


SOURCE OF BUSINESS

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