

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

OCTOBER 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

SELLER'S MARKET

THIS SMALL SAMPLE SIZE HAD A SECOND CONSECUTIVE ROBUST MONTH OF SALES ACTIVITY WITH INCREASING PRICES, SALES VOLUME, AND UNIT SALES.



YEAR-TO-DATE SALES VOLUME OF \$124,587,189

Up **24.3%** from 2018's **\$100,235,038**. Unit sales of **157** are up **20.77%** from 2018's **130**, with **305** new listings up **8.93%**, and a **51.48%** sales/listings ratio up **5.05%**.



OCTOBER SALES VOLUME OF \$17,317,400

Up **175.17%** from 2018's **\$6,293,350**. Unit sales of **21** are up **110%** from 2018's **10**, with **32** new listings up **23.08%**, and a **65.63%** sales/listings ratio up **15.63%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$813,932

Up from **\$767,559** one year ago. Median sale price of **\$744,500** up from **\$705,000** one year ago. Average days-on-market of **46.9** is up **2.3** days from last year.



OCTOBER Numbers

MEDIAN SALE PRICE +19.21%

\$775,000

SALES VOLUME +175.17%

\$17,317,400

UNIT SALES +110%

21

NEW LISTINGS +23.08%

32

EXPIRED LISTINGS -36.36%

7

UNIT SALES/LISTINGS RATIO +15.63%

65.63%

Year over year comparison
(October 2018 to October 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 - October 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

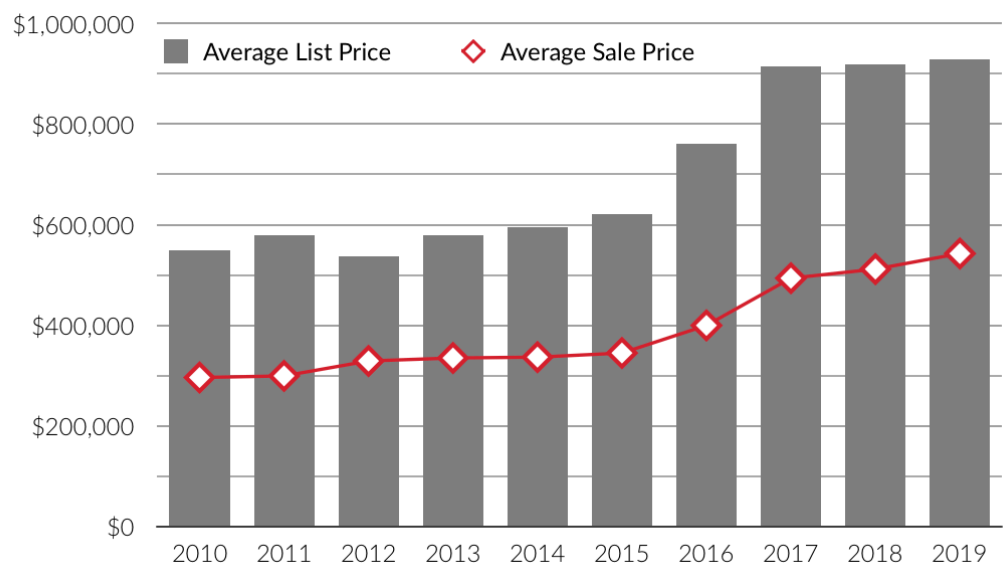
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$95,973,845	\$100,235,038	\$124,587,189	+24.3%
YTD Unit Sales	130	130	157	+20.77%
YTD New Listings	251	280	305	+8.93%
YTD Sales/Listings Ratio	51.79%	46.43%	51.48%	+5.05%
YTD Expired Listings	27	38	57	+50%
October Volume Sales	\$13,240,200	\$6,293,350	\$17,317,400	+175.17%
October Unit Sales	19	10	21	+110%
October New Listings	24	26	32	+23.08%
October Sales/Listings Ratio	56.52%	50%	65.63%	+15.63%
October Expired Listings	7	11	7	-36.36%
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	5	4	-20%
YTD Sales: Under \$350K-\$549K	22	20	18	-10%
YTD Sales: Under \$550K-\$749K	44	52	62	+19.23%
YTD Sales: Under \$750K-\$999K	38	41	44	+7.32%
YTD Sales: \$1M+	20	12	29	+141.67%
YTD Average Days-On-Market	34.9	44.6	46.9	+5.16%
YTD Average Sale Price	\$740,456	\$767,559	\$813,932	+6.04%
YTD Median Sale Price	\$686,525	\$705,000	\$744,500	+5.6%

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

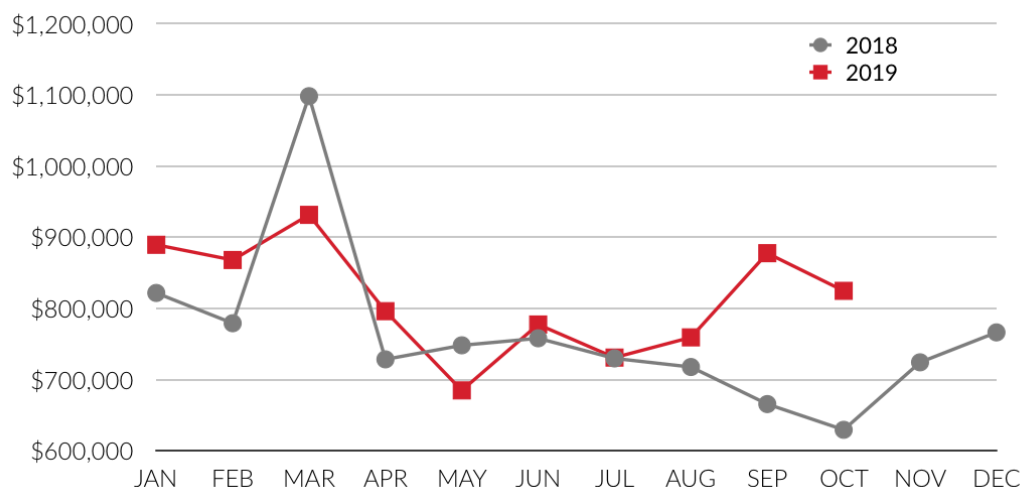
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



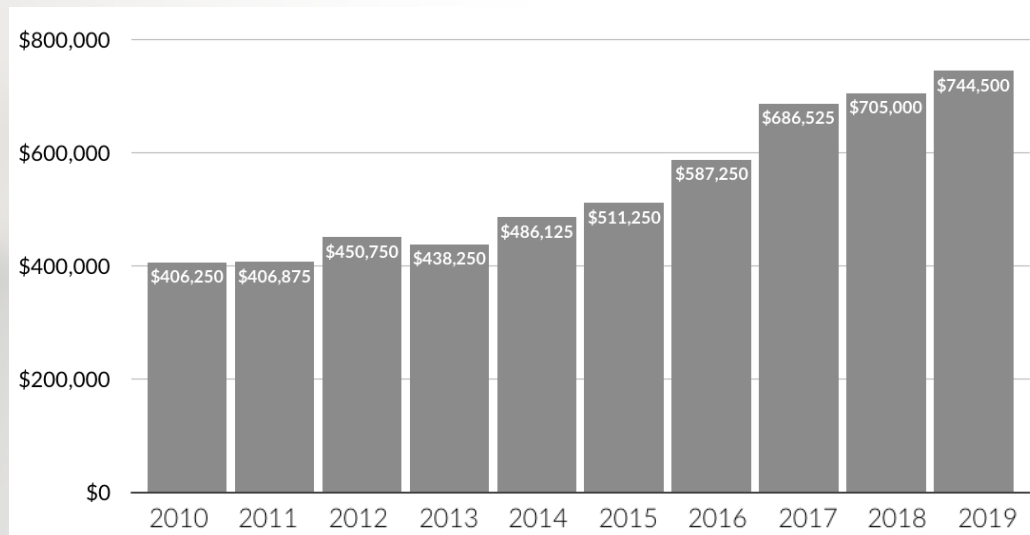
MONTH OVER MONTH 2018 VS. 2019



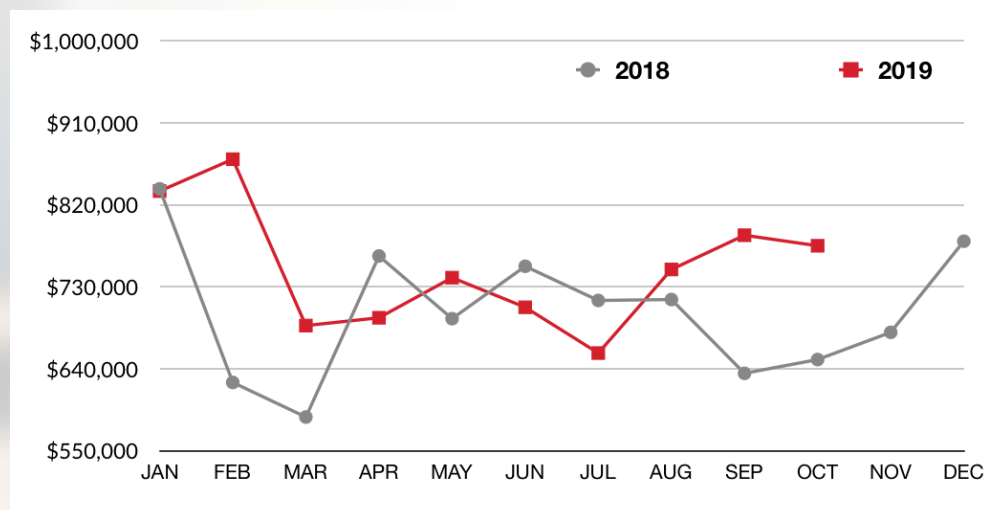
MEDIAN SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

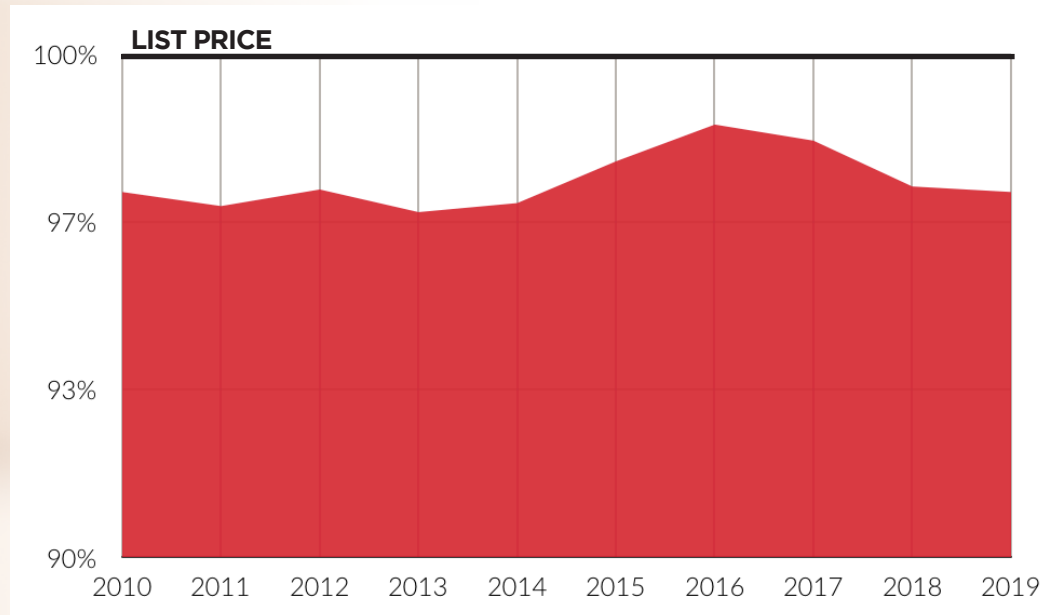


* Median sale price is based on residential sales (including freehold and condominiums).

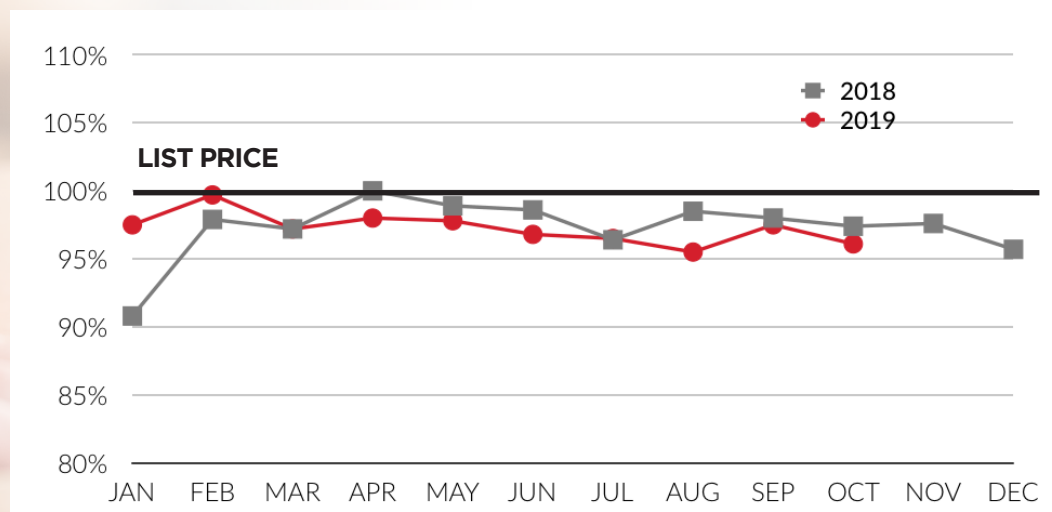
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



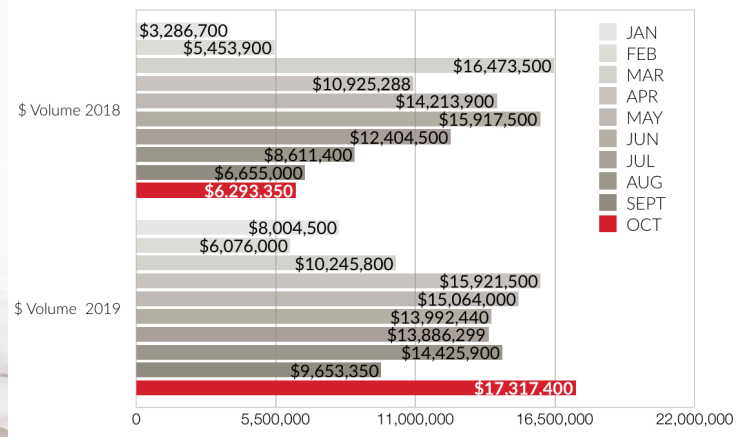
MONTH OVER MONTH 2018 VS. 2019



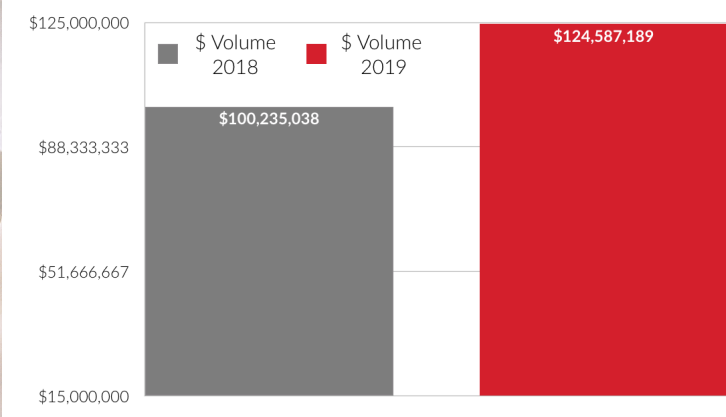
\$ VOLUME SALES

GUELPH ERAMOS

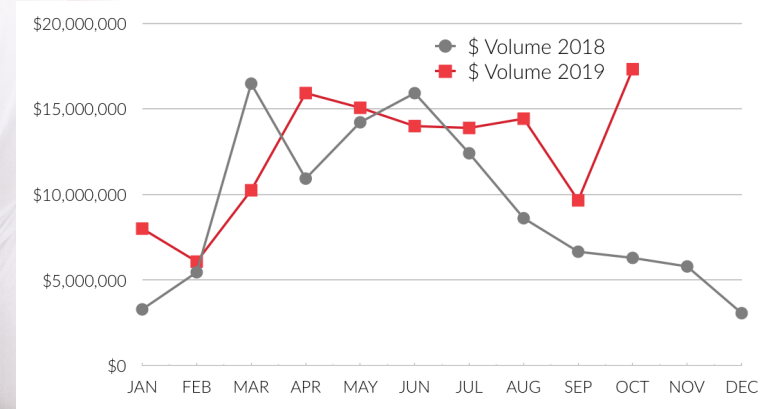
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

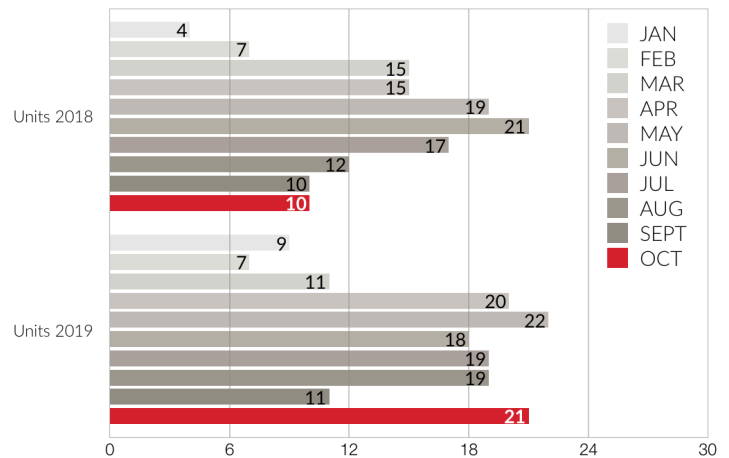




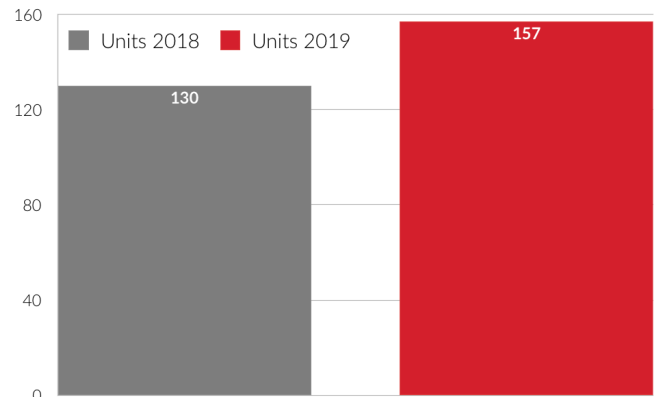
UNIT SALES

GUELPH ERAMOS

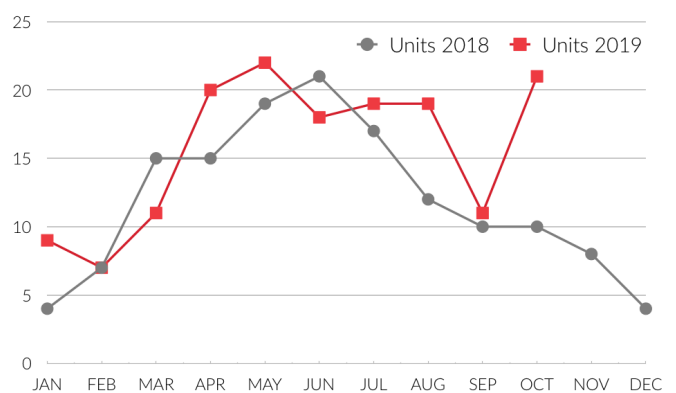
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

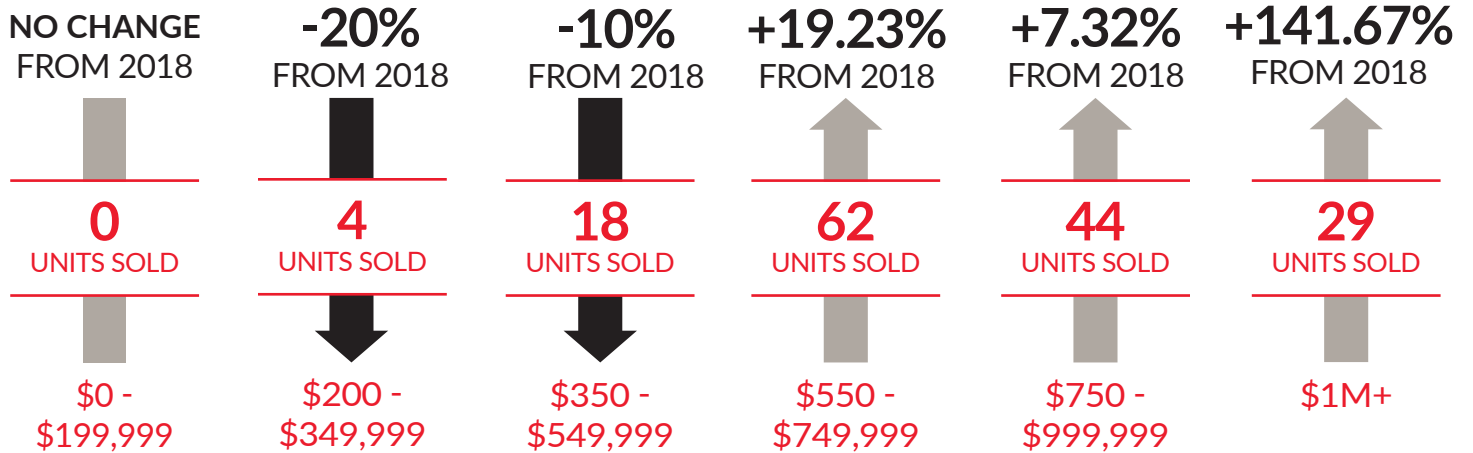


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+24.67%

YTD
SALES VOLUME
\$101,522,499

+17.43%

YTD
UNIT SALES
128

+6.16%

YTD AVERAGE
SALE PRICE
\$793,145

+201.64%

OCTOBER
SALES VOLUME
\$16,102,400

+150%

OCTOBER
UNIT SALES
20

CONDOMINIUM HOME SALES

-43.2%

YTD
SALES VOLUME
\$4,124,690

-23.1%

YTD
UNIT SALES
10

-26.2%

YTD AVERAGE
SALE PRICE
\$412,469

DOWN FROM
\$355,000 IN
OCTOBER 2018

OCTOBER
SALES VOLUME
0

DOWN FROM 1 IN
OCTOBER 2018

OCTOBER
UNIT SALES
0

NO CHANGE
FROM 2018

VACANT LAND SALES

-46.85%

YTD
SALES VOLUME
\$1,230,000

-25%

YTD
UNIT SALES
3

-29.13%

YTD AVERAGE
SALE PRICE
\$410,000

DOWN FROM
\$600,000 IN
OCTOBER 2018

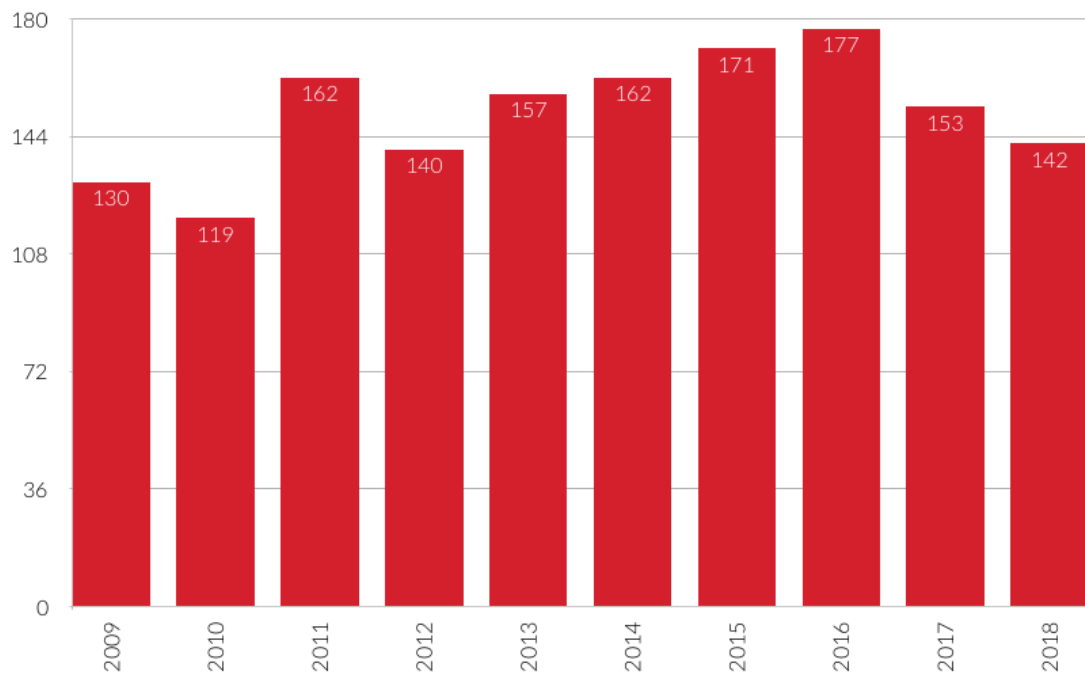
OCTOBER
SALES VOLUME
0

DOWN FROM 1 IN
OCTOBER 2018

OCTOBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

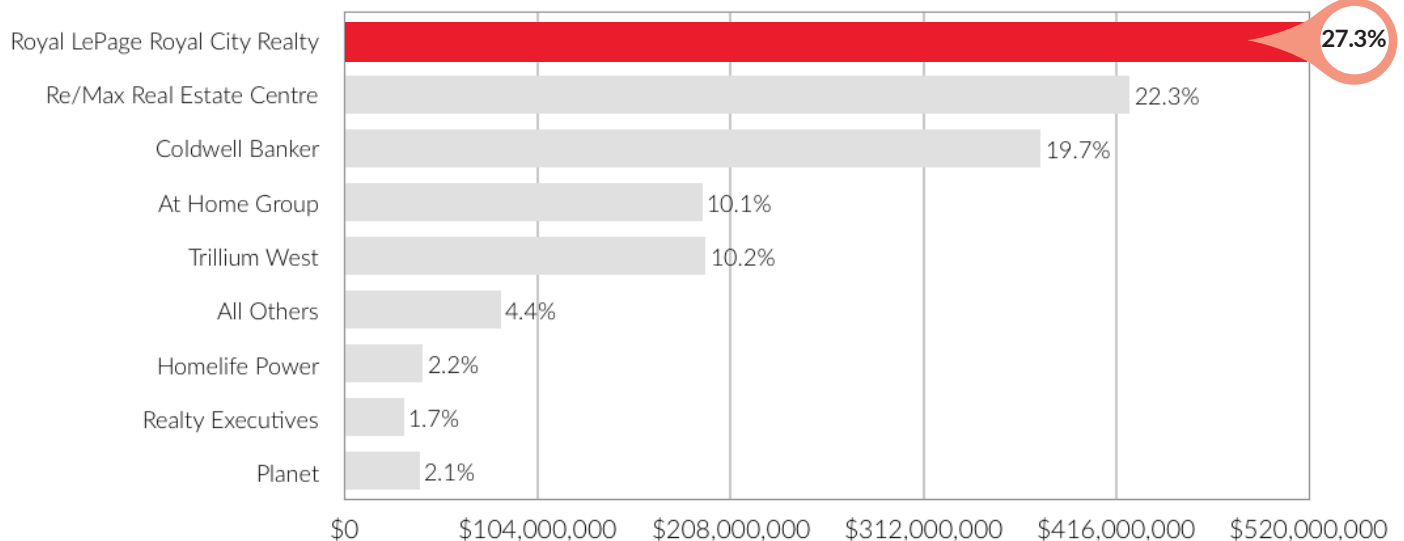


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

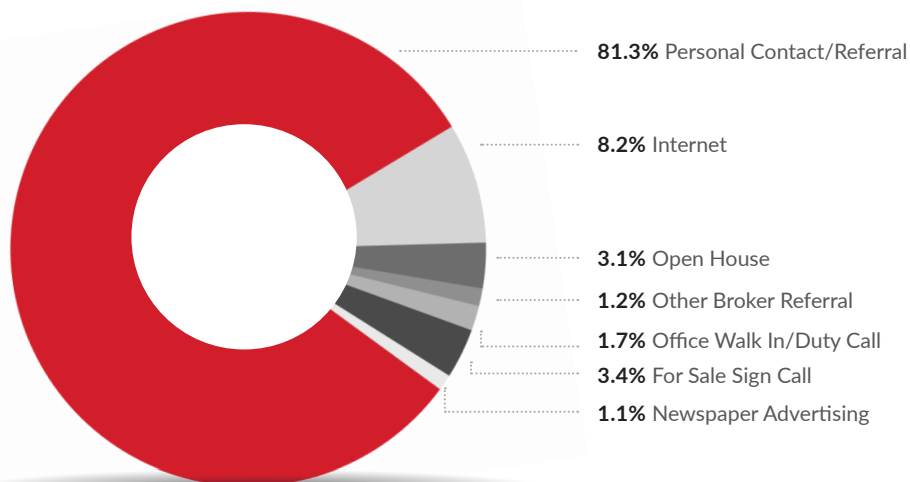
MARKET SHARE BY \$VOLUME

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

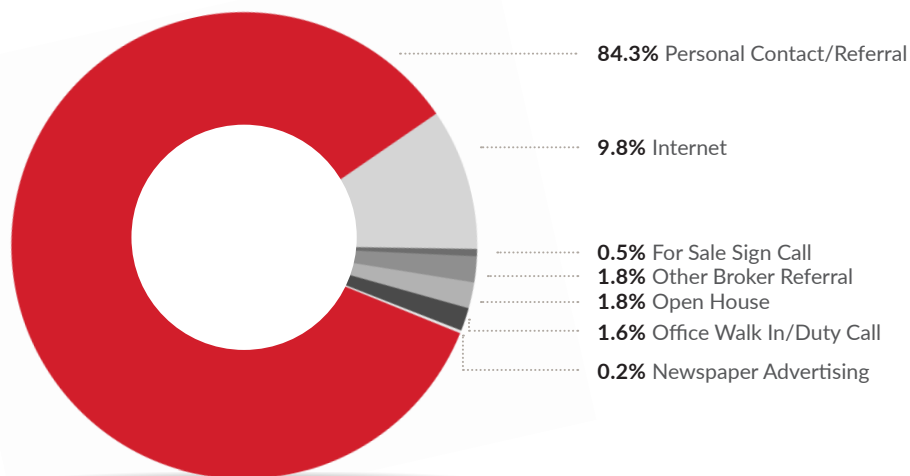


SOURCE OF BUSINESS

SOURCE OF BUYERS 2018 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2018 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