

CITY OF GUELPH REAL ESTATE MARKET REPORT NOVEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

UNIT SALES SURPASSED LISTINGS ON THE MARKET DUE TO LARGE DEMAND WHILE SALES VOLUME AND PRICES CONTINUED TO INCREASE.



YEAR-TO-DATE SALES VOLUME OF \$1,183,429,403

Up **15.19%** from 2018's \$1,027,370,691. Unit sales of **2,194** are up **8.56%** from 2018's **2,021** with **3,171** new listings up **2.19%**, and a **69.19%** sales/listings ratio up **4.06%**.



NOVEMBER SALES VOLUME OF \$93,532,633

Up **16.32%** from 2018's \$80,411,316. Unit sales of **170** are up **6.92%** from last November's **159**, with **168** new listings down **9.19%**, and a **101.19%** sales/listing ratio up **37.49%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$537,128

Up from **\$509,215** one year ago. Median sale price of **\$517,000** up from **\$477,500** one year ago. Average days-on-market of **26.64** is up **1.28** days from last year.



NOVEMBER Numbers

MEDIAN SALE PRICE +7.22%

\$520,000

SALES VOLUME +16.32%

\$93,532,633

UNIT SALES +6.92%

170

NEW LISTINGS -9.19%

168

EXPIRED LISTINGS -10%

18

UNIT SALES/LISTINGS RATIO +37.49%

101.19%

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



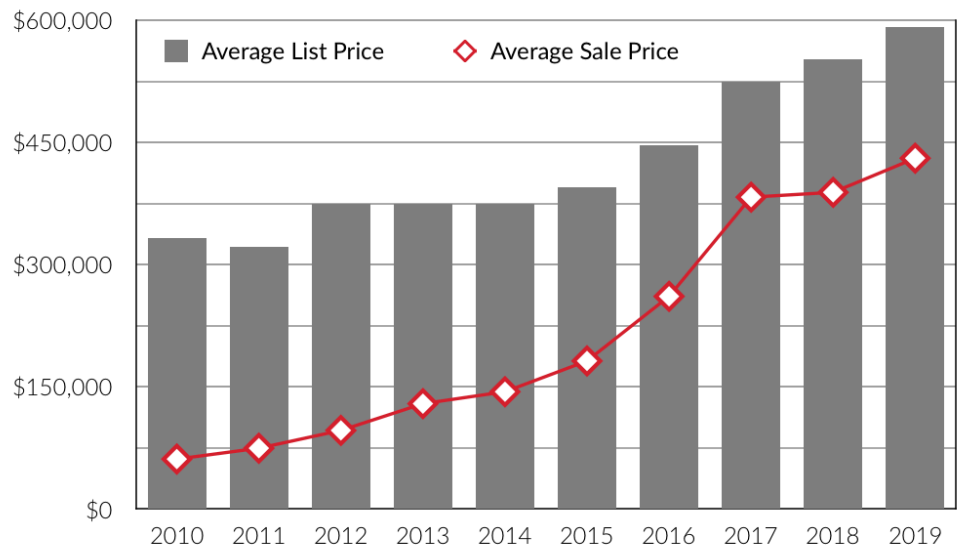
Table 1:
City of Guelph MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019
Year

Year Over Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Sales Volume	\$1,150,689,695	\$1,027,370,691	\$1,183,429,403	+15.19%
YTD Unit Sales	2,252	2,021	2,194	+8.56%
YTD New Listings	3,144	3,103	3,171	+2.19%
YTD Sales/Listings Ratio	71.63%	65.13%	69.19%	+4.06%
YTD Expired Listings	230	259	300	+15.83%
November Sales Volume	\$76,936,900	\$80,411,316	\$93,532,633	+16.32%
November Unit Sales	156	159	170	+6.92%
November New Listings	188	185	168	-9.19%
November Sales/Listings Ratio	73.09%	63.70%	101.19%	+37.49%
November Expired Listings	22	20	18	-10%
YTD Sales: \$0-\$199K	36	14	5	-64.29%
YTD Sales: \$200K-\$349K	358	315	268	-14.92%
YTD Sales: \$350K-\$549K	1,406	1,063	1,025	-3.57%
YTD Sales: \$550K-\$749K	531	466	658	+41.2%
YTD Sales: \$750K-\$999K	161	128	197	+53.91%
YTD Sales: \$1M+	54	39	41	+5.1%
YTD Average Days-On-Market	20.36	25.36	26.64	+5.02%
YTD Average Sale Price	\$505,273	\$509,215	\$537,128	+5.48%
YTD Median Sale Price	\$460,000	\$477,500	\$517,000	+8.27%

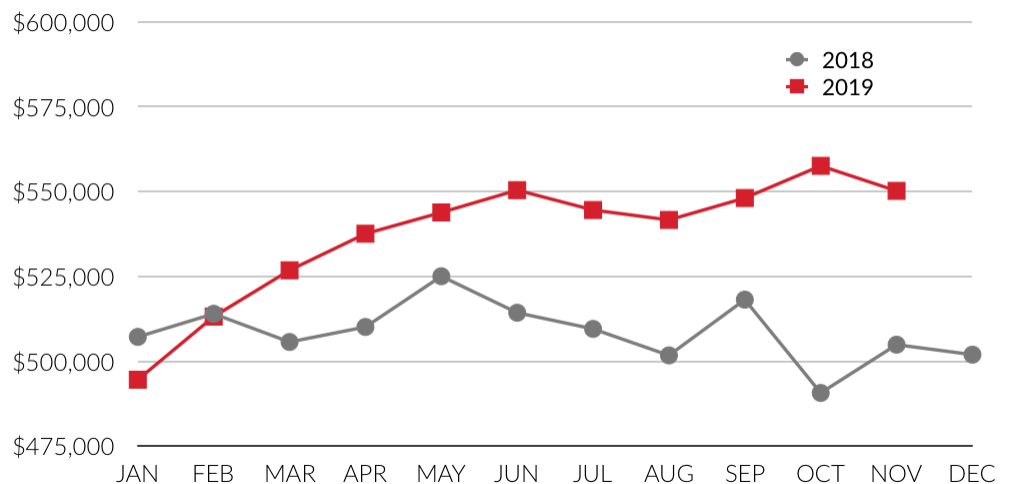
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



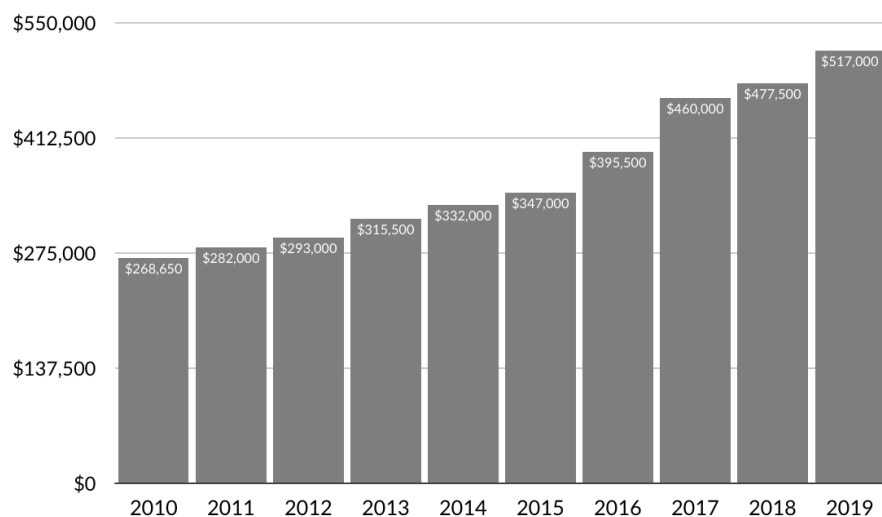
MONTH OVER MONTH 2018 VS. 2019



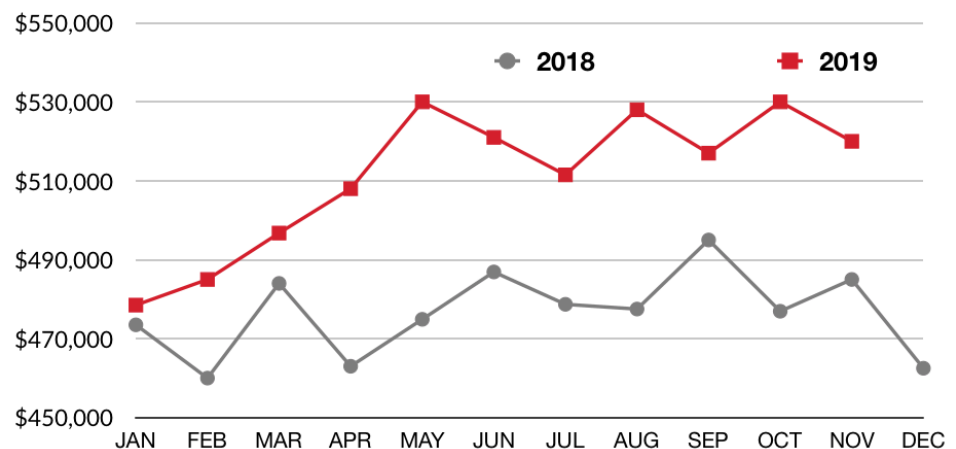
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

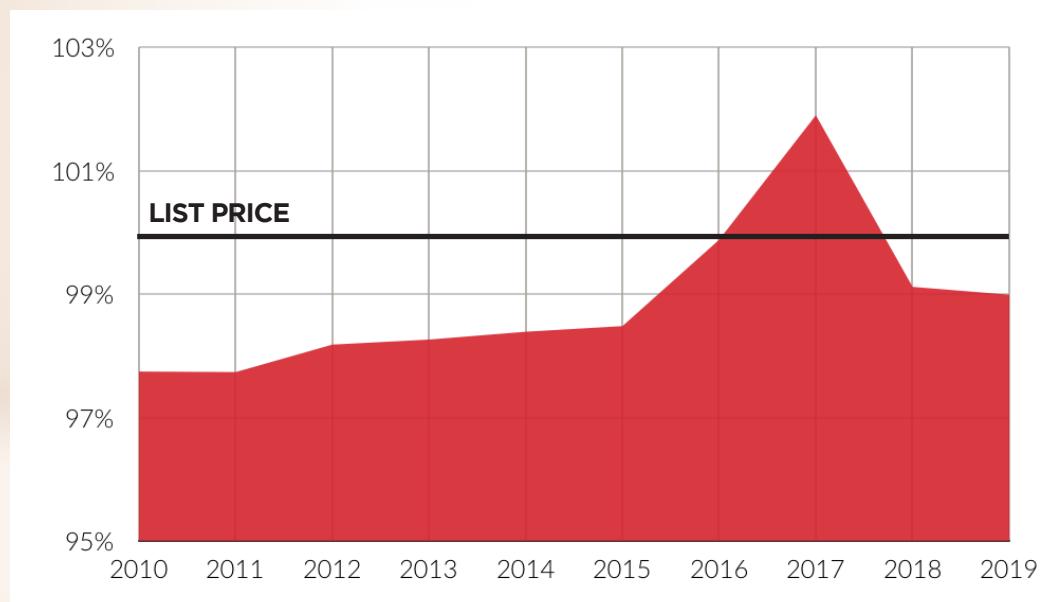


* Median sale price is based on residential sales (including freehold and condominiums).

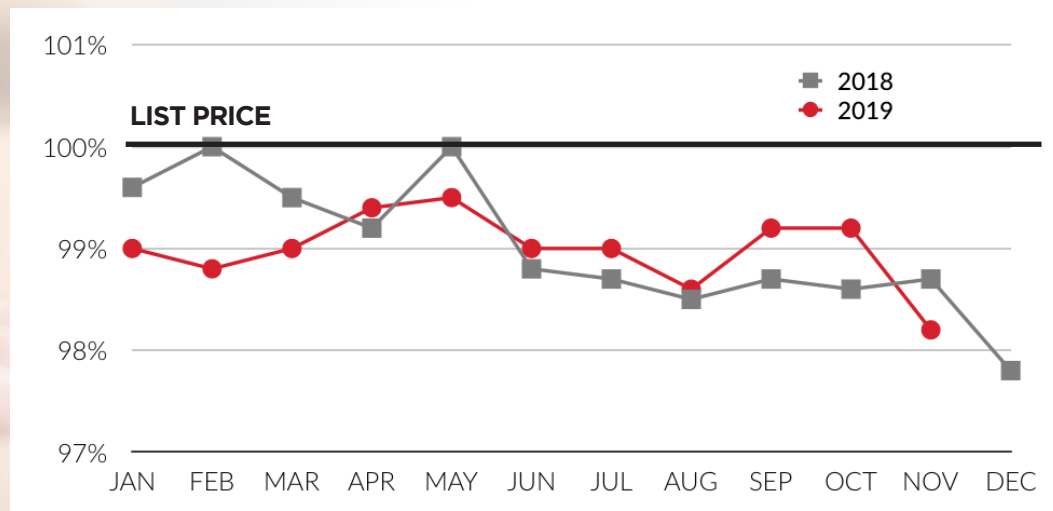
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



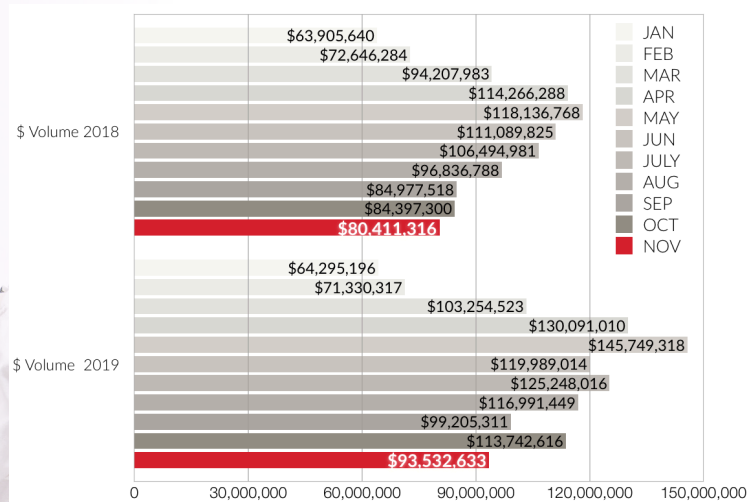
MONTH OVER MONTH 2018 VS. 2019



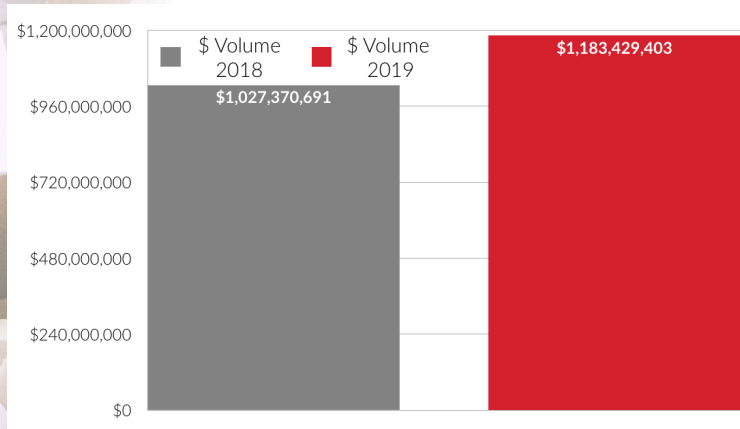
\$ VOLUME SALES

CITY OF GUELPH

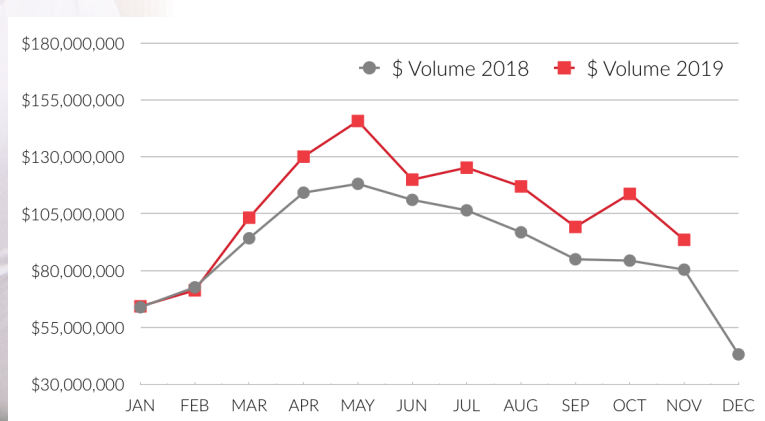
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



Month vs. Month 2018 vs. 2019

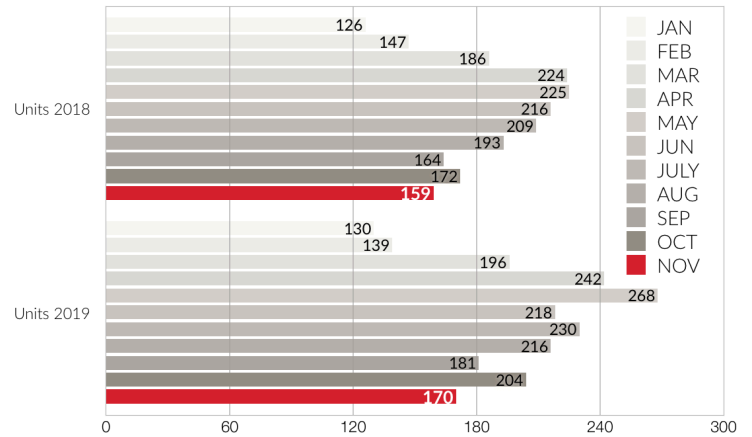




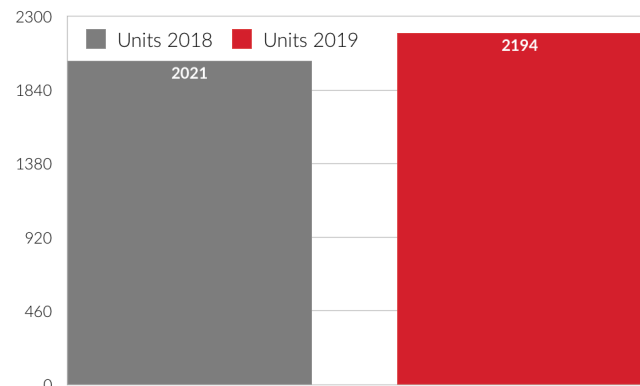
UNIT SALES

CITY OF GUELPH

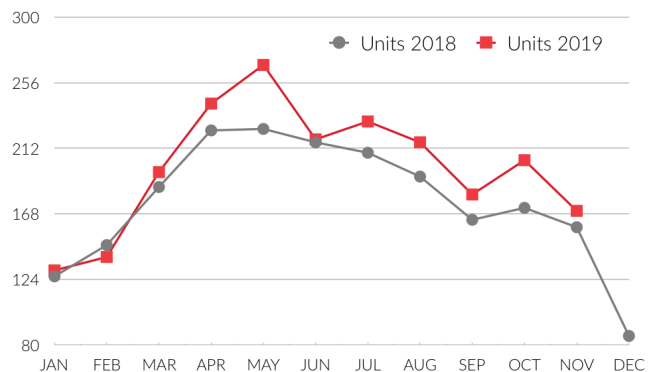
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

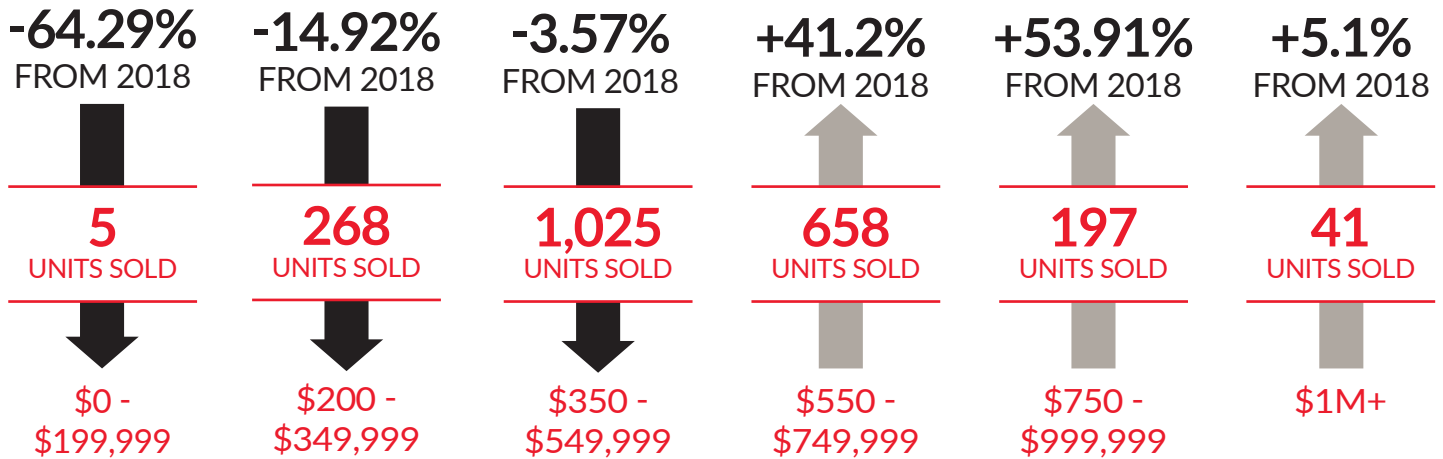


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH

FREEHOLD HOME SALES

+16.18%

YTD
SALES VOLUME
\$850,072,195

+9.63%

YTD
UNIT SALES
1,412

+5.98%

YTD AVERAGE
SALE PRICE
\$602,034

+7.71%

NOVEMBER
SALES VOLUME
\$62,721,550

+0.97%

NOVEMBER
UNIT SALES
104

CONDOMINIUM HOME SALES

+11.62%

YTD
SALES VOLUME
\$294,041,371

+6.4%

YTD
UNIT SALES
731

+4.9%

YTD AVERAGE
SALE PRICE
\$402,245

+34.96%

NOVEMBER
SALES VOLUME
\$27,164,083

+19.23%

NOVEMBER
UNIT SALES
62

VACANT LAND SALES

-61.3%

YTD
SALES VOLUME
\$891,250

-66.7%

YTD
UNIT SALES
2

+16%

YTD AVERAGE
SALE PRICE
\$445,625

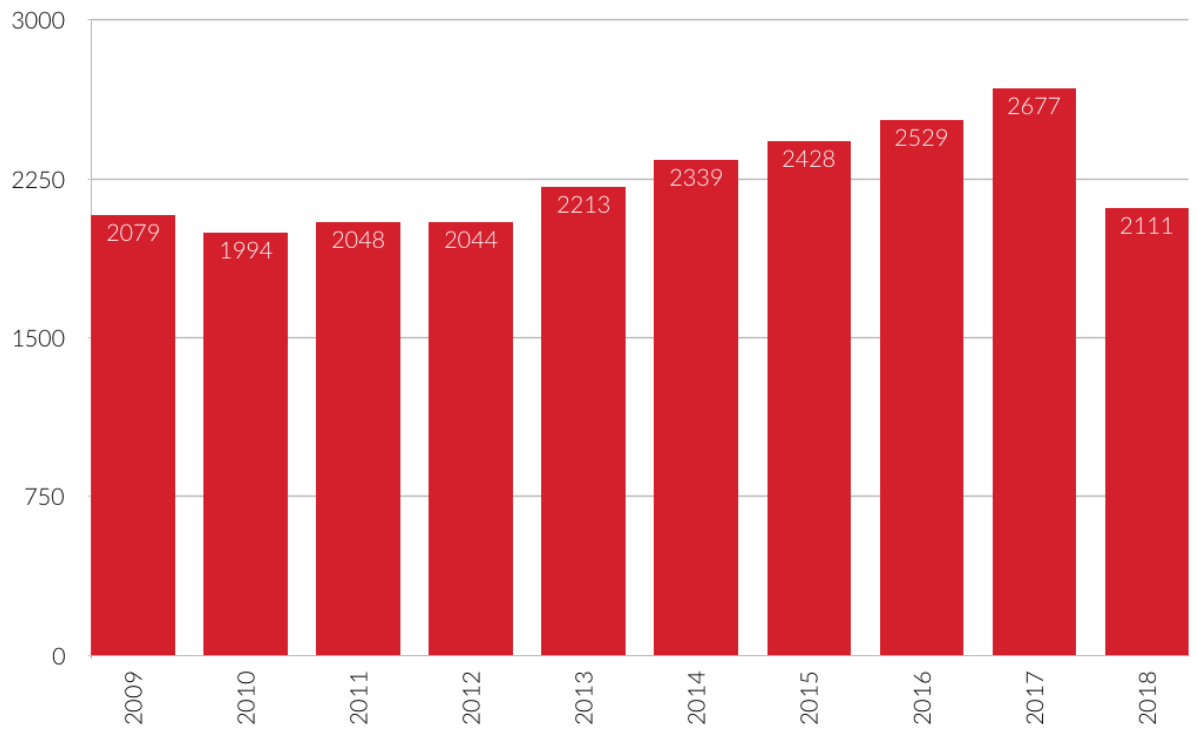
EQUAL TO NOVEMBER 2018

NOVEMBER
SALES VOLUME
\$0

NOVEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

CITY OF GUELPH - UNITS SOLD

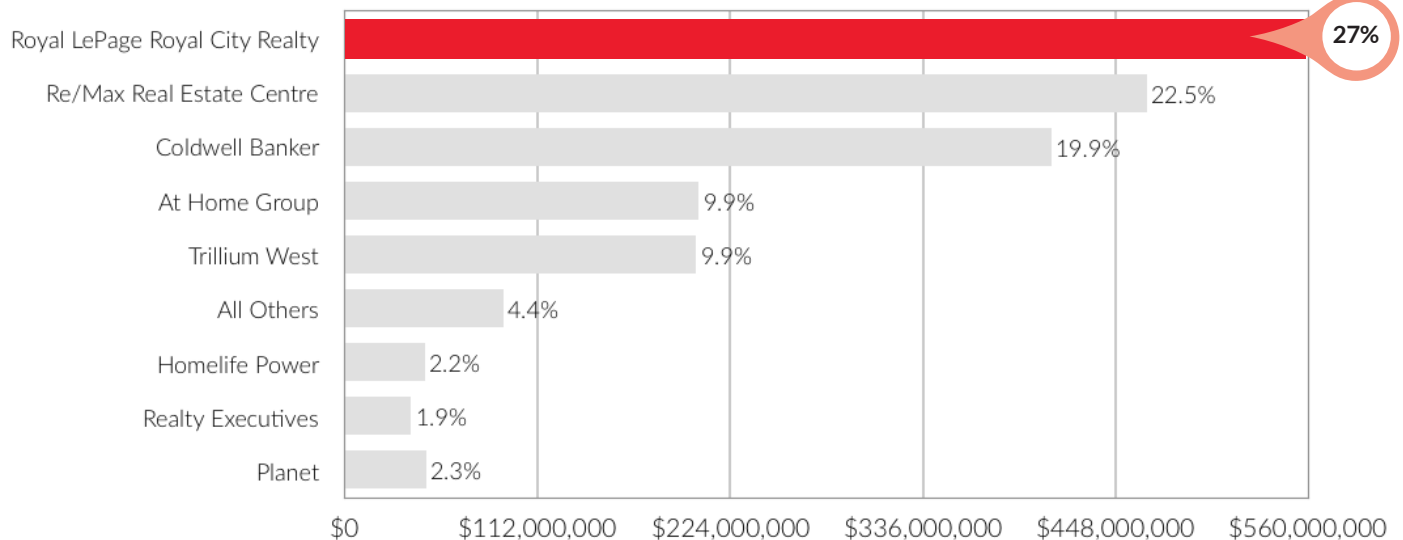


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

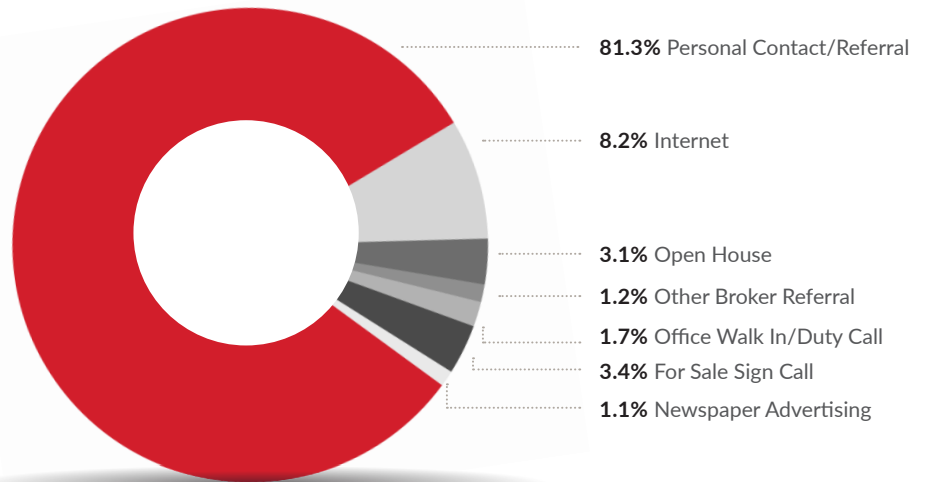
MARKET SHARE BY \$VOLUME

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

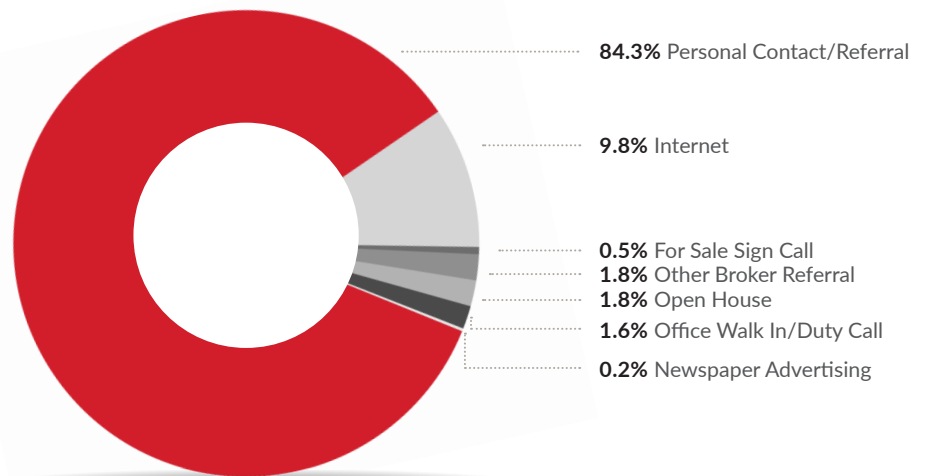


SOURCE OF BUSINESS

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