

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

NOVEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

SELLER'S MARKET

FOR THE THIRD CONSECUTIVE MONTH, THIS SMALL SAMPLE SIZE CONTINUED TO SEE A SIGNIFICANT INCREASE IN SALES VOLUME AND UNIT SALES.



YEAR-TO-DATE SALES VOLUME OF \$140,079,339

Up 32.11% from 2018's \$106,028,538. Unit sales of 173 are up 25.36% from 2018's 138, with 324 new listings up 8.72%, and a 53.4% sales/listings ratio up 7.09%.



NOVEMBER SALES VOLUME OF \$15,492,150

Up 167.41% from 2018's \$5,793,500. Unit sales of 16 are up 100% from 2018's 8, with 19 new listings up 5.56%, and a 84.21% sales/listings ratio up 34.21%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$827,961

Up from \$763,617 one year ago. Median sale price of \$749,000 up from \$695,000 one year ago. Average days-on-market of 47.09 is up 2.82 days from last year.



NOVEMBER Numbers

MEDIAN SALE PRICE +12.87%

\$767,500

SALES VOLUME +167.41%

\$15,492,150

UNIT SALES +100%

16

NEW LISTINGS +5.56%

19

EXPIRED LISTINGS -50%

3

UNIT SALES/LISTINGS RATIO +34.21%

84.21%

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:
Guelph-Eramosa MLS Sales and Listing Summary
2017 vs. 2018 vs. 2019

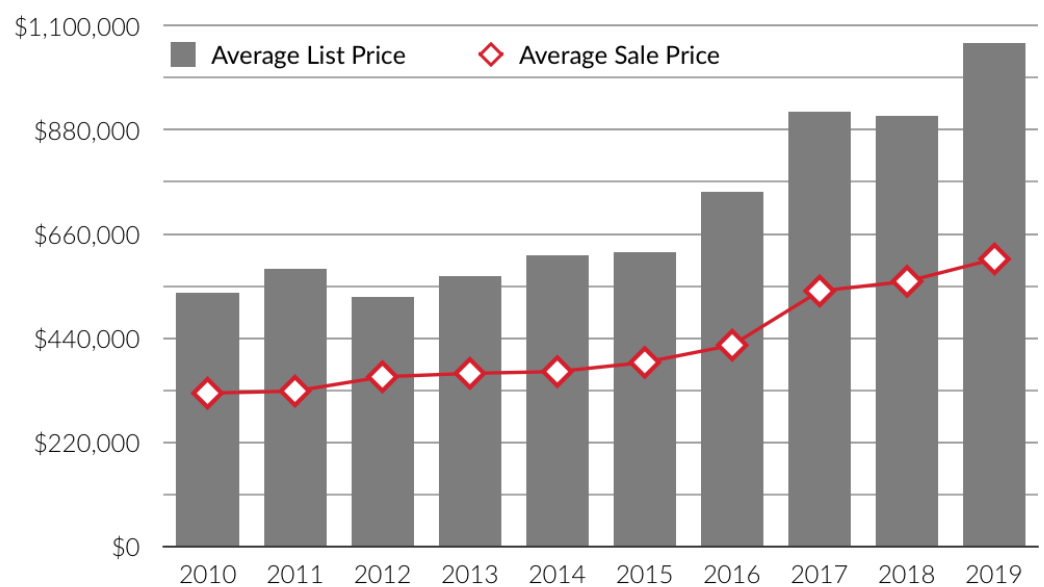
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$105,608,345	\$106,028,538	\$140,079,339	+32.11%
YTD Unit Sales	144	138	173	+25.36%
YTD New Listings	269	298	324	+8.72%
YTD Sales/Listings Ratio	53.53%	46.31%	53.40%	+7.09%
YTD Expired Listings	37	44	60	+36.36%
November Volume Sales	\$9,634,500	\$5,793,500	\$15,492,150	+167.41%
November Unit Sales	14	8	16	+100%
November New Listings	18	18	19	+5.56%
November Sales/Listings Ratio	56.52%	50%	84.21%	+34.21%
November Expired Listings	10	6	3	-50%
YTD Sales: Under \$0-\$199K	1	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	5	5	No Change
YTD Sales: Under \$350K-\$549K	28	21	18	-14.29%
YTD Sales: Under \$550K-\$749K	47	57	69	+21.05%
YTD Sales: Under \$750K-\$999K	41	43	49	+13.95%
YTD Sales: \$1M+	22	12	32	+166.67%
YTD Average Days-On-Market	36.09	44.27	47.09	+6.37%
YTD Average Sale Price	\$735,704	\$763,617	\$827,961	+8.43%
YTD Median Sale Price	\$653,050	\$695,000	\$749,000	+7.77%

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

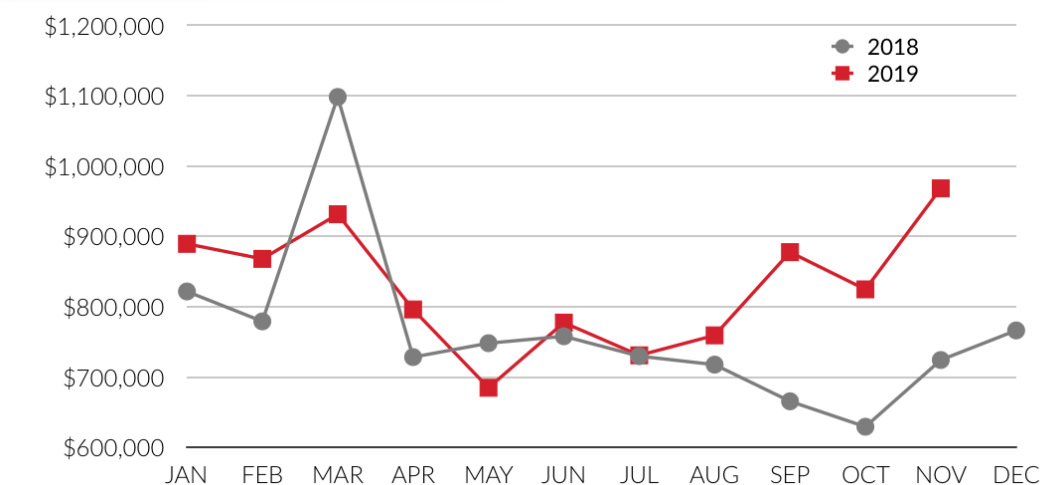
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



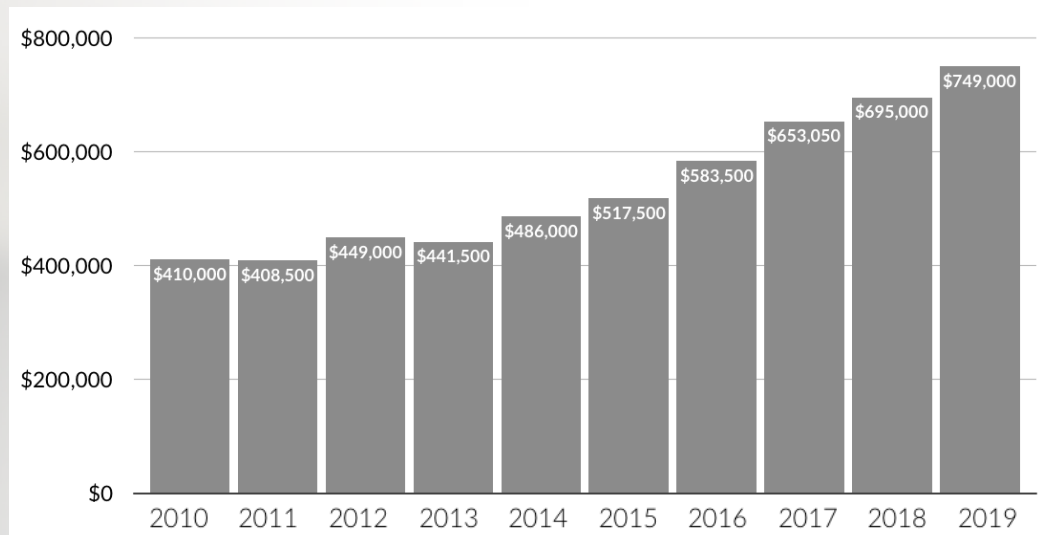
MONTH OVER MONTH 2018 VS. 2019



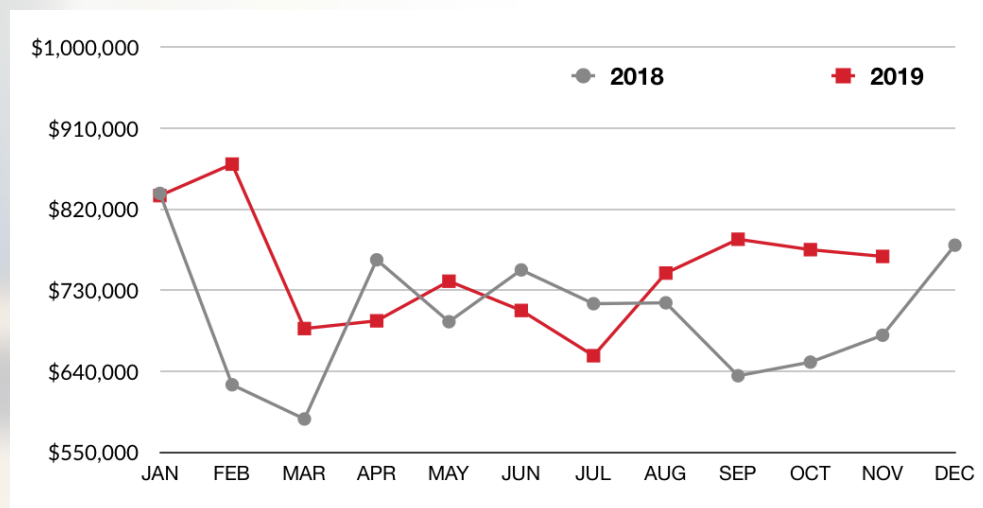
MEDIAN SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

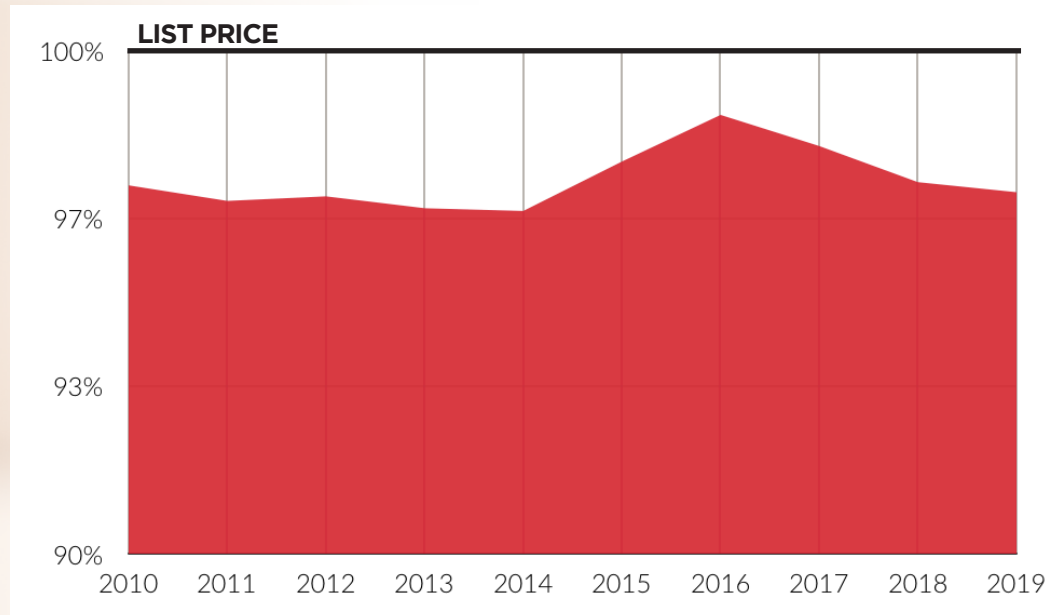


* Median sale price is based on residential sales (including freehold and condominiums).

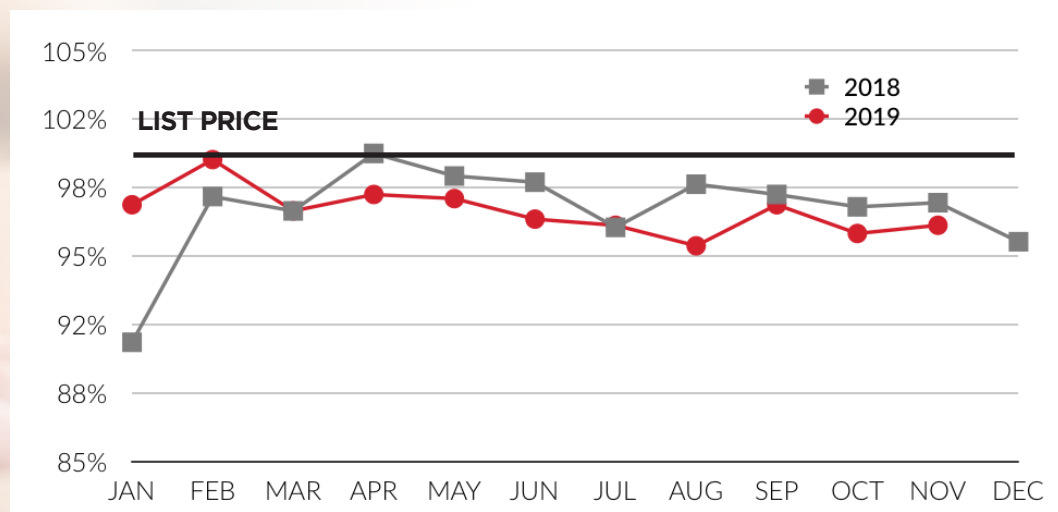
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



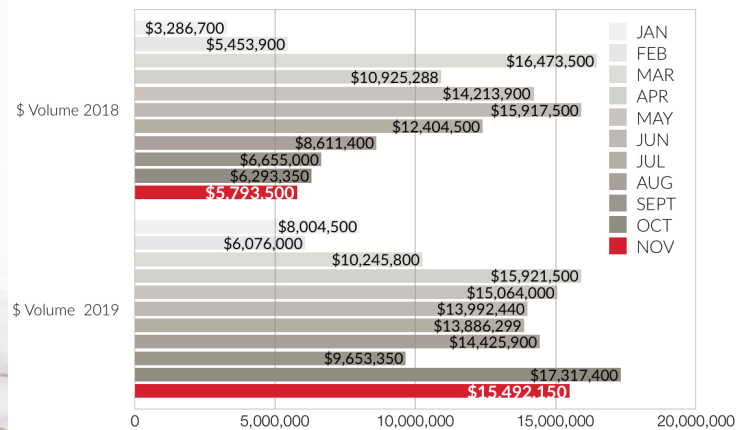
MONTH OVER MONTH 2018 VS. 2019



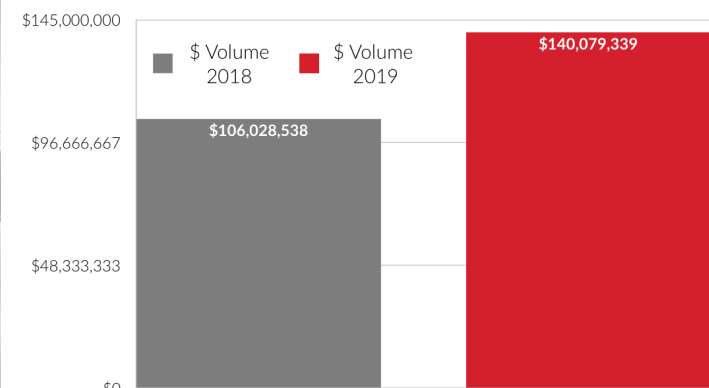
\$ VOLUME SALES

GUELPH ERAMOSA

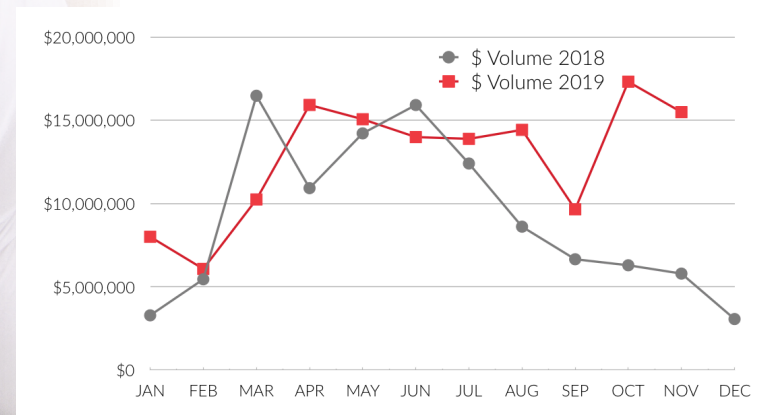
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



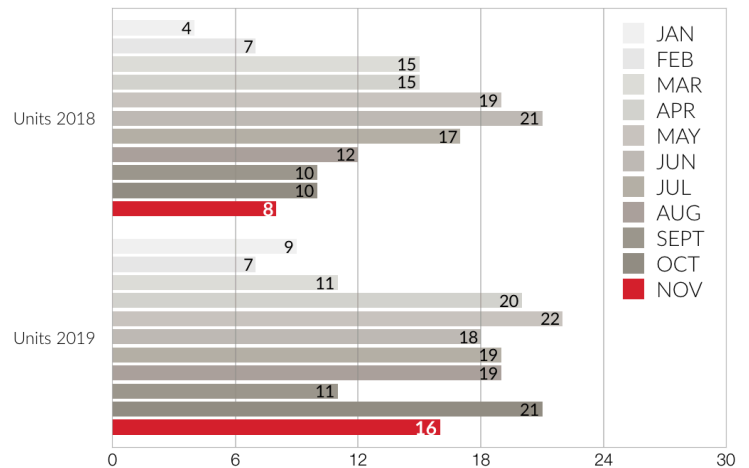
Month vs. Month 2018 vs. 2019



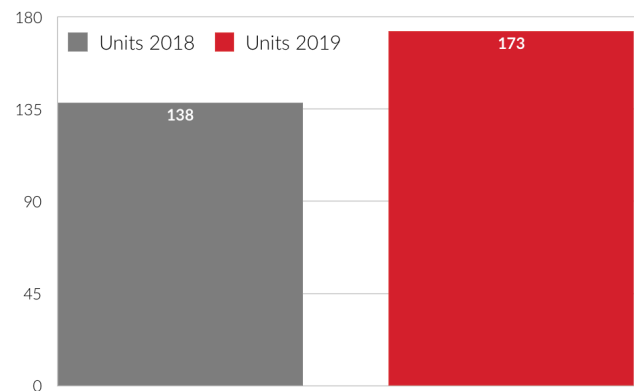
UNIT SALES

GUELPH ERAMOS

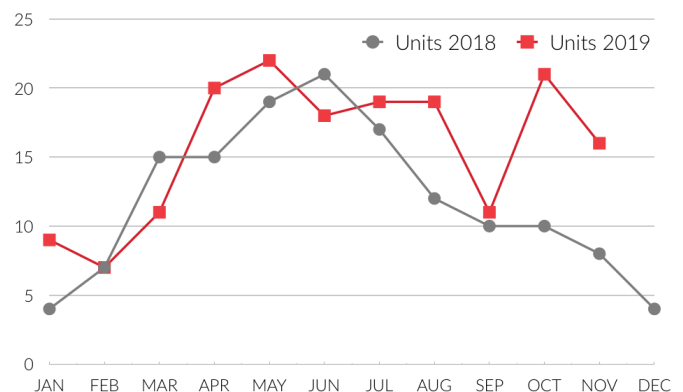
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

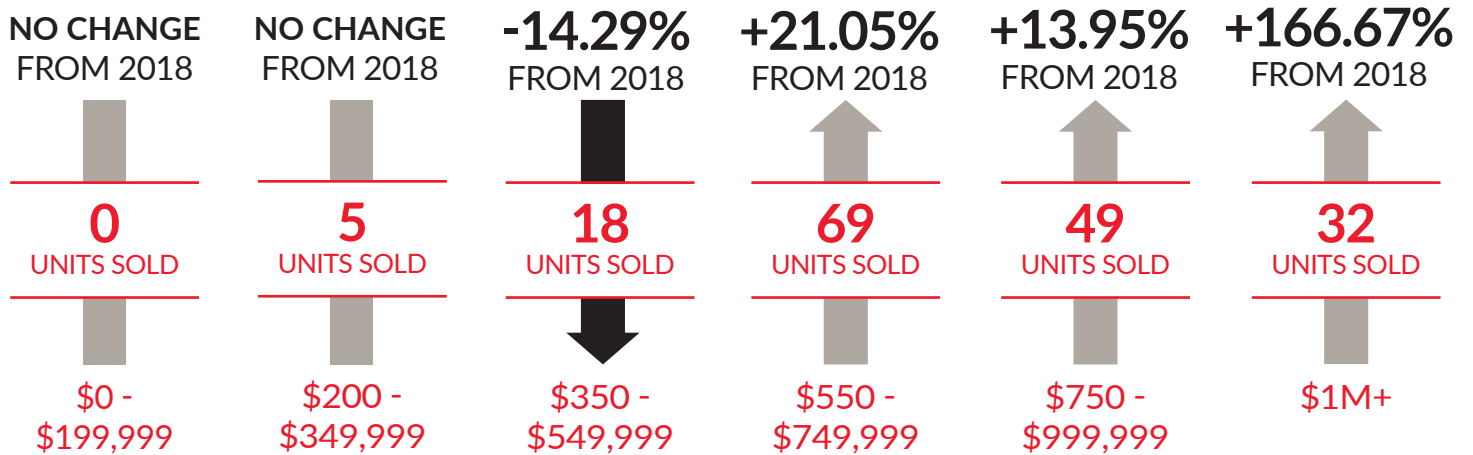


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSIA - YEAR TO DATE

FREEHOLD HOME SALES

+29.63%

YTD
SALES VOLUME
\$113,074,399

+19.66%

YTD
UNIT SALES
140

+8.33%

YTD AVERAGE
SALE PRICE
\$807,674

+99.39%

NOVEMBER
SALES VOLUME
\$11,551,900

+50%

NOVEMBER
UNIT SALES
12

CONDOMINIUM HOME SALES

-29.6%

YTD
SALES VOLUME
\$5,114,940

-7.7%

YTD
UNIT SALES
12

-23.7%

YTD AVERAGE
SALE PRICE
\$426,245

UP FROM \$0 IN
NOVEMBER 2018

NOVEMBER
SALES VOLUME
\$990,250

UP FROM 0 IN
NOVEMBER 2018

NOVEMBER
UNIT SALES
2

VACANT LAND SALES

-46.85%

YTD
SALES VOLUME
\$1,230,000

-25%

YTD
UNIT SALES
3

-29.13%

YTD AVERAGE
SALE PRICE
\$410,000

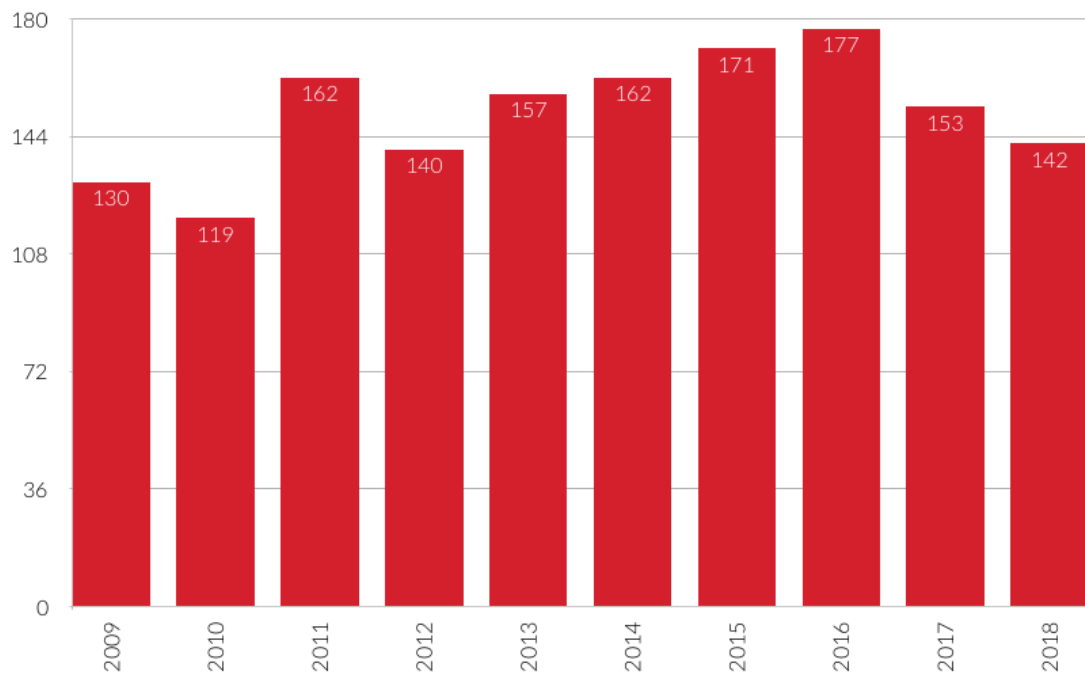
EQUAL TO NOVEMBER 2018

NOVEMBER
SALES VOLUME
0

NOVEMBER
UNIT SALES
0

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

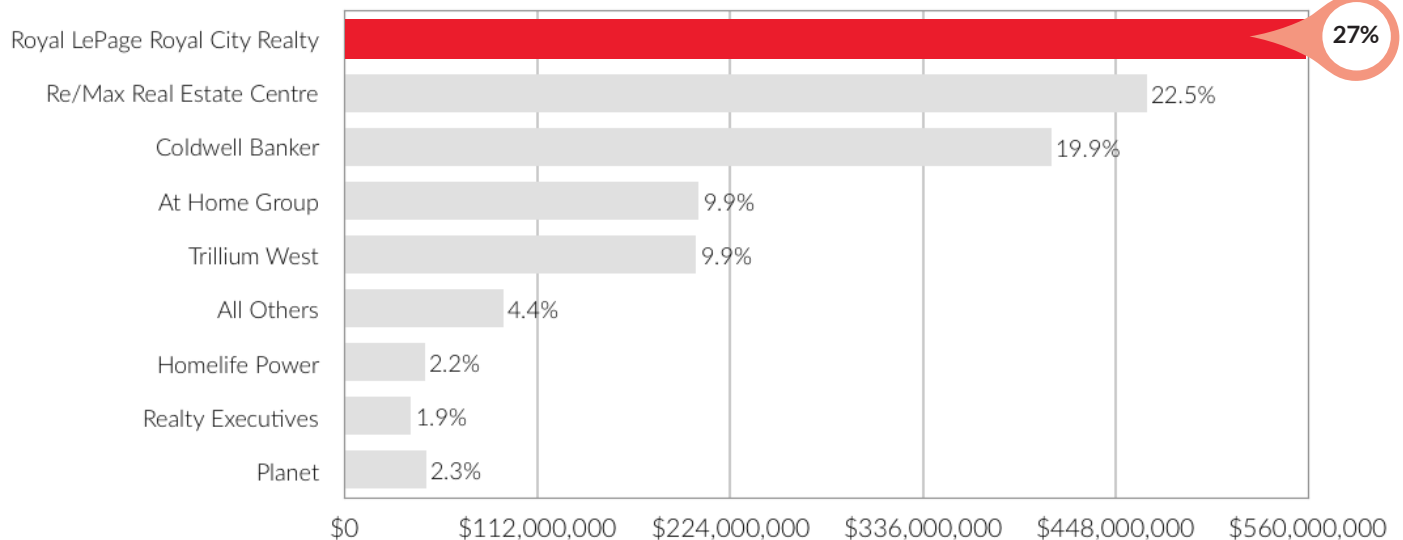


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

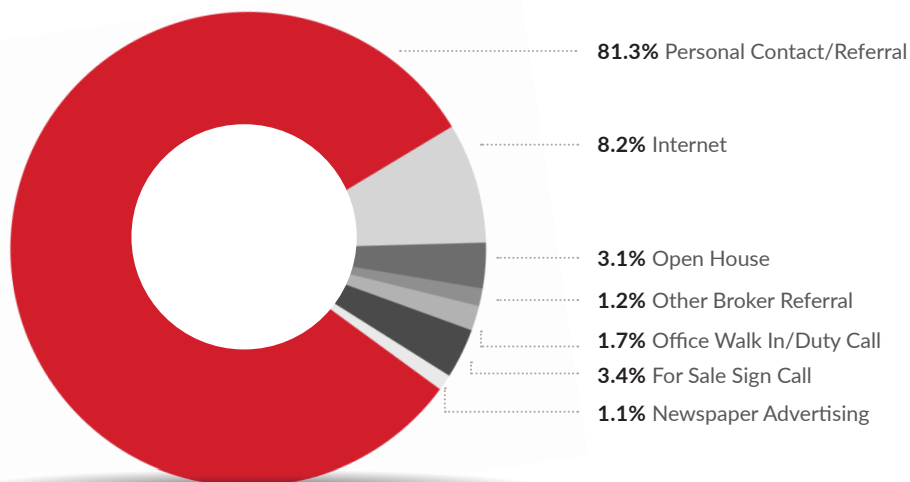
MARKET SHARE BY \$VOLUME

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

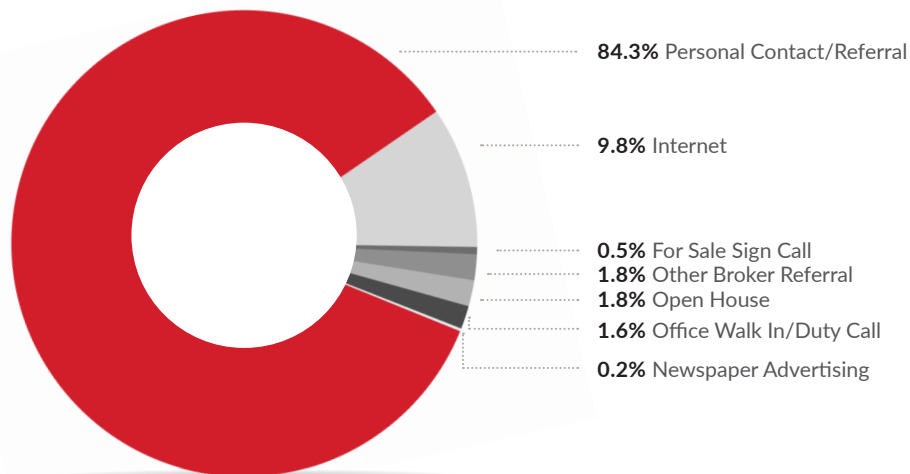


SOURCE OF BUSINESS

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