

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

DECEMBER 2019

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

SELLER'S MARKET

A PARTICULARLY ACTIVE DECEMBER MARKET ENDED 2019 ON A HIGH NOTE WITH A FOURTH CONSECUTIVE MONTH OF SIGNIFICANT INCREASES IN SALES VOLUME AND UNIT SALES AS WELL AS NEW LISTINGS.



YEAR-TO-DATE SALES VOLUME OF \$148,221,339

Up **35.87%** from 2018's \$109,093,538. Unit sales of **182** are up **28.17%** from 2018's **142**, with **338** new listings up **10.82%**, and a **53.85%** sales/listings ratio up **7.29%**.



DECEMBER SALES VOLUME OF \$8,142,000

Up **165.64%** from 2018's \$3,065,000. Unit sales of **10** are up **150%** from 2018's **4**, with **14** new listings up **100%**, and a **71.43%** sales/listings ratio up **14.29%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$826,815

Up from \$763,836 one year ago. Median sale price of **\$754,500** up from **\$705,000** one year ago. Average days-on-market of **48.5** is up **1.33** days from last year.



DECEMBER Numbers

MEDIAN SALE PRICE -2.56%

\$760,000

SALES VOLUME +165.64%

\$8,142,000

UNIT SALES +150%

10

NEW LISTINGS +100%

14

EXPIRED LISTINGS -50%

2

UNIT SALES/LISTINGS RATIO +14.29%

71.43%

Year over year comparison
(December 2018 to December 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 - December 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

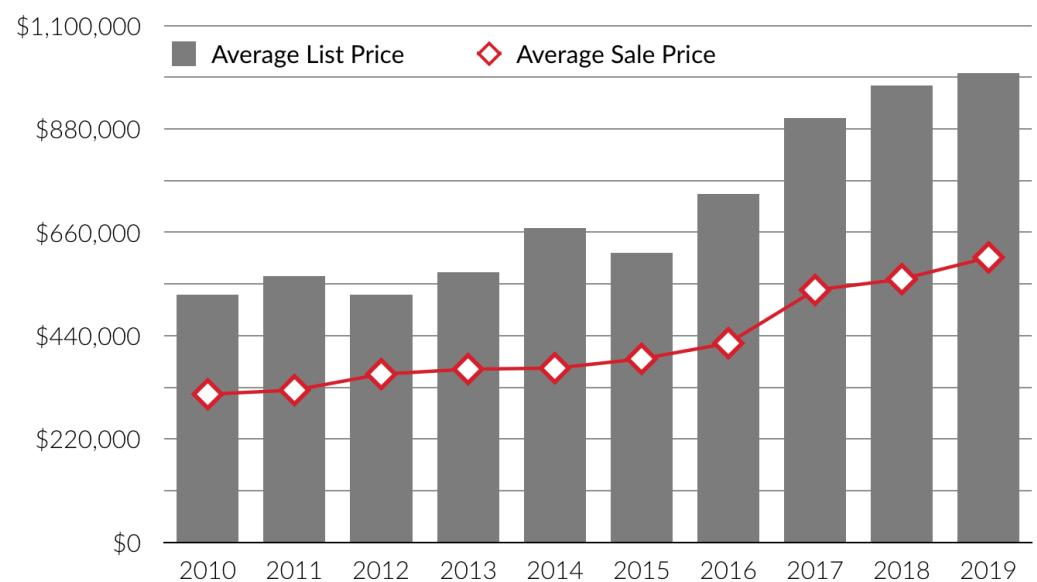
Year-Over-Year	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$111,860,800	\$109,093,538	\$148,221,339	+35.87%
YTD Unit Sales	153	142	182	+28.17%
YTD New Listings	275	305	338	+10.82%
YTD Sales/Listings Ratio	55.64%	46.56%	53.85%	+7.29%
YTD Expired Listings	53	48	62	+29.17%
December Volume Sales	\$6,252,455	\$3,065,000	\$8,142,000	+165.64%
December Unit Sales	9	4	10	+150%
December New Listings	6	7	14	+100%
December Sales/Listings Ratio	150%	57.14%	71.43%	+14.29%
December Expired Listings	16	4	2	-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	29	21	19	-9.52%
YTD Sales: Under \$550K-\$749K	53	59	71	+20.34%
YTD Sales: Under \$750K-\$999K	43	45	53	+17.78%
YTD Sales: \$1M+	22	12	34	+183.33%
YTD Average Days-On-Market	35.42	47.17	48.50	+2.83%
YTD Average Sale Price	\$732,288	\$763,836	\$826,815	+8.25%
YTD Median Sale Price	\$664,025	\$705,000	\$754,500	+7.02%

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

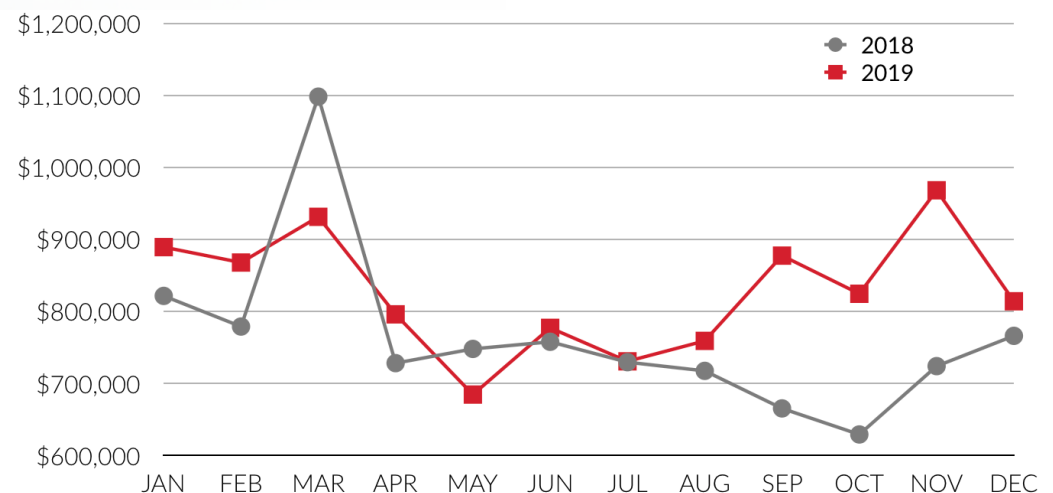
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



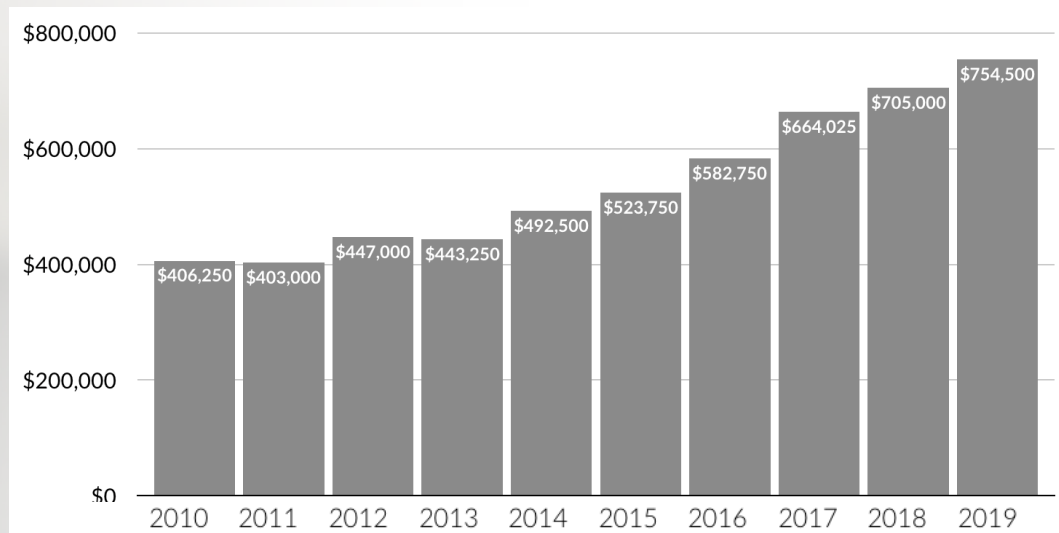
MONTH OVER MONTH 2018 VS. 2019



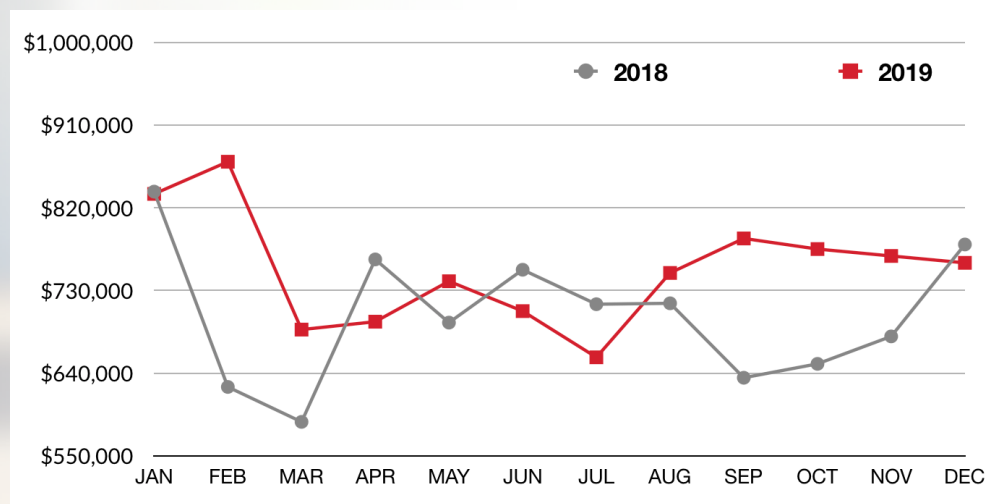
MEDIAN SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



MONTH OVER MONTH 2018 VS. 2019

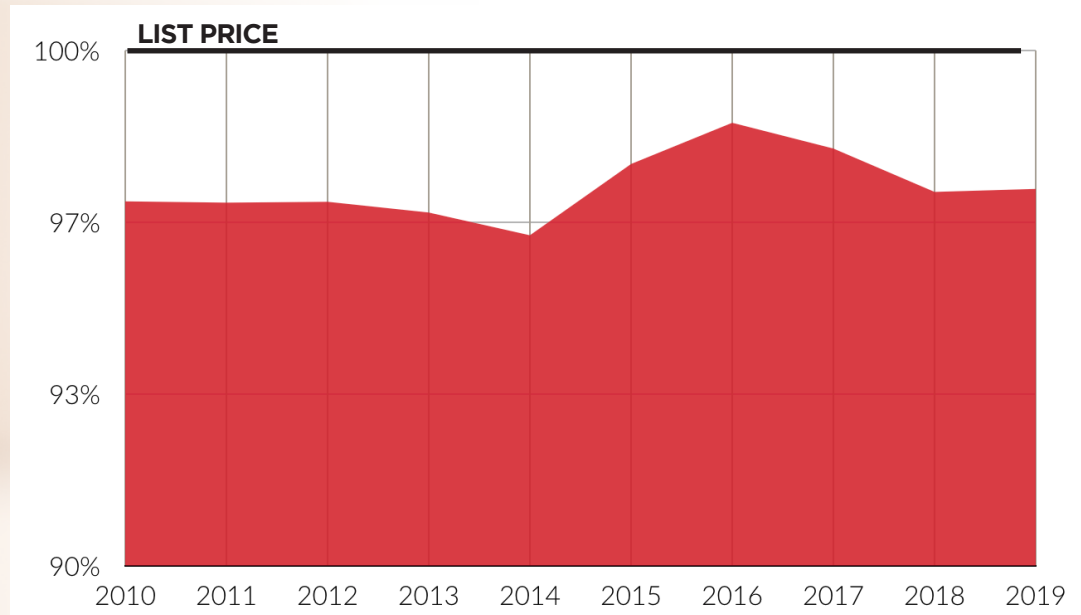


* Median sale price is based on residential sales (including freehold and condominiums).

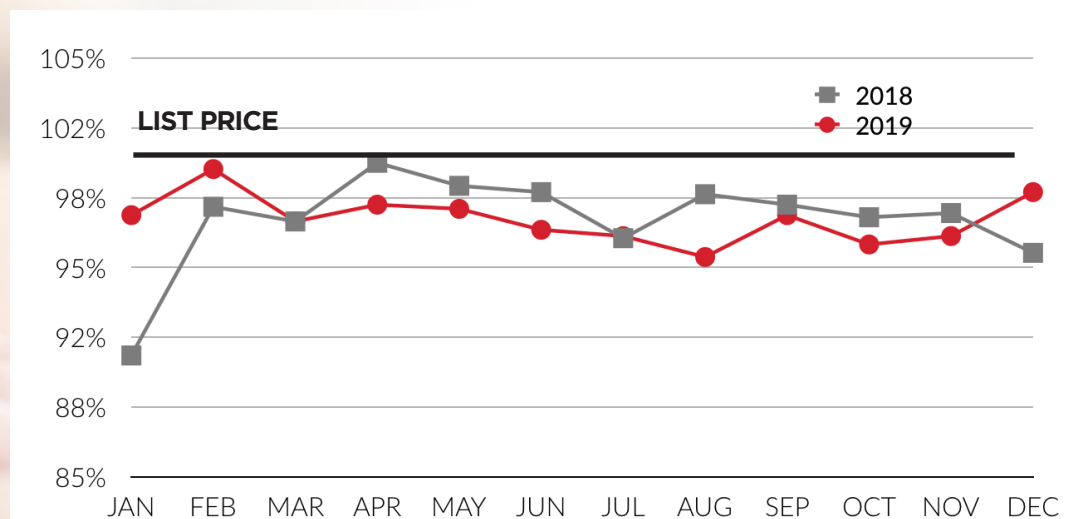
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



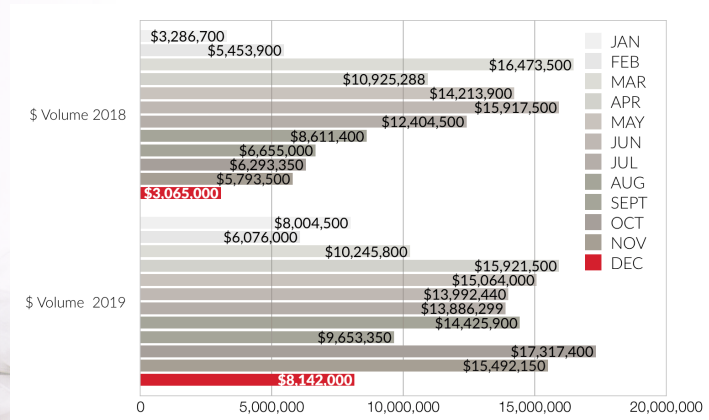
MONTH OVER MONTH 2018 VS. 2019



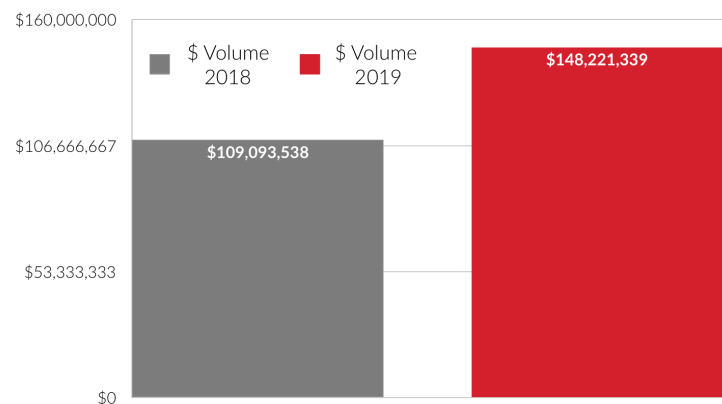
\$ VOLUME SALES

GUELPH ERAMOS

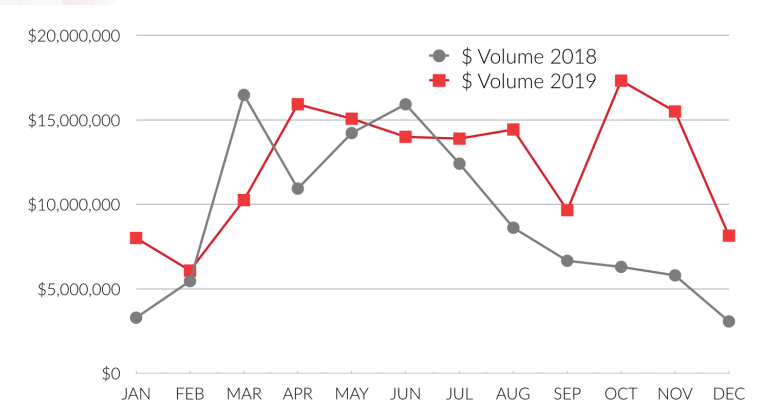
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019



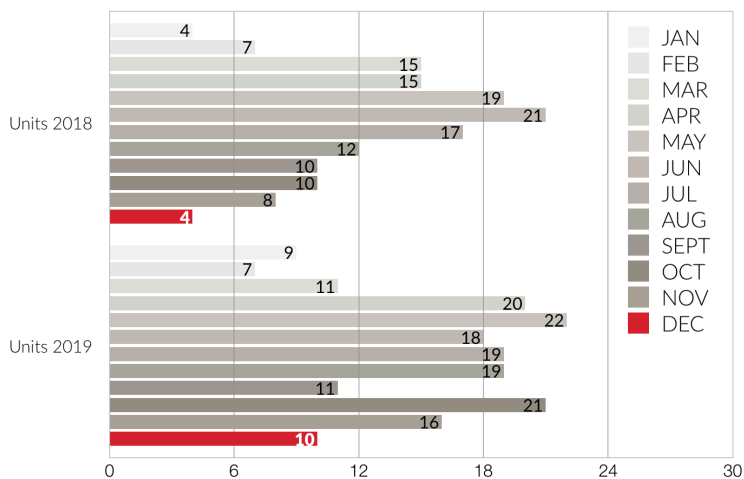
Month vs. Month 2018 vs. 2019



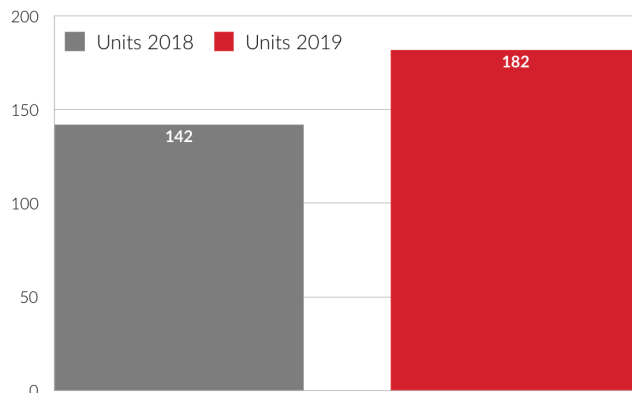
UNIT SALES

GUELPH ERAMOS

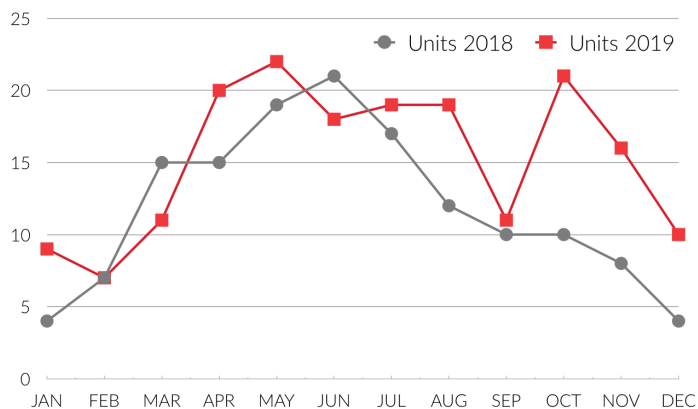
Monthly Comparison 2018 vs. 2019



Yearly Totals 2018 vs. 2019

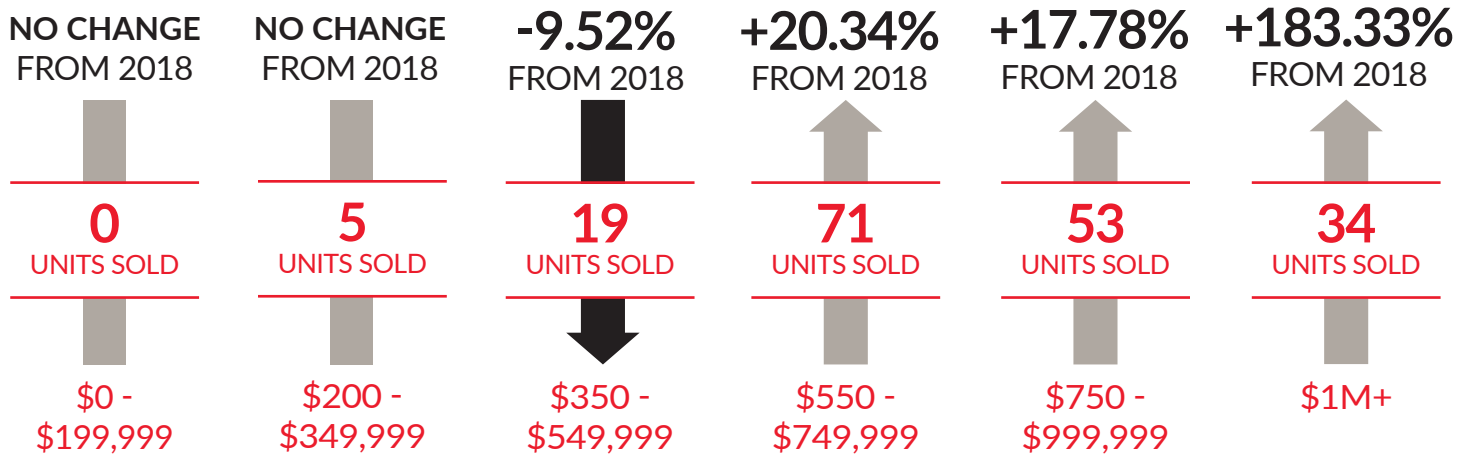


Month vs. Month 2018 vs. 2019



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+25.23%

↑
YTD
SALES VOLUME
\$113,074,399

+15.7%

↑
YTD
UNIT SALES
140

+8.23%

↑
YTD AVERAGE
SALE PRICE
\$807,674

DOWN FROM
\$3,065,000

↓
DECEMBER
SALES VOLUME
\$0

DOWN FROM 4

↓
DECEMBER
UNIT SALES
0

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

EQUAL TO DECEMBER 2018

↓
DECEMBER
SALES VOLUME
\$0

↓
DECEMBER
UNIT SALES
0

VACANT LAND SALES

+275.67%

↑
YTD
SALES VOLUME
\$8,693,000

+200%

↑
YTD
UNIT SALES
12

+25.22%

↑
YTD AVERAGE
SALE PRICE
\$724,416.67

UP FROM \$0

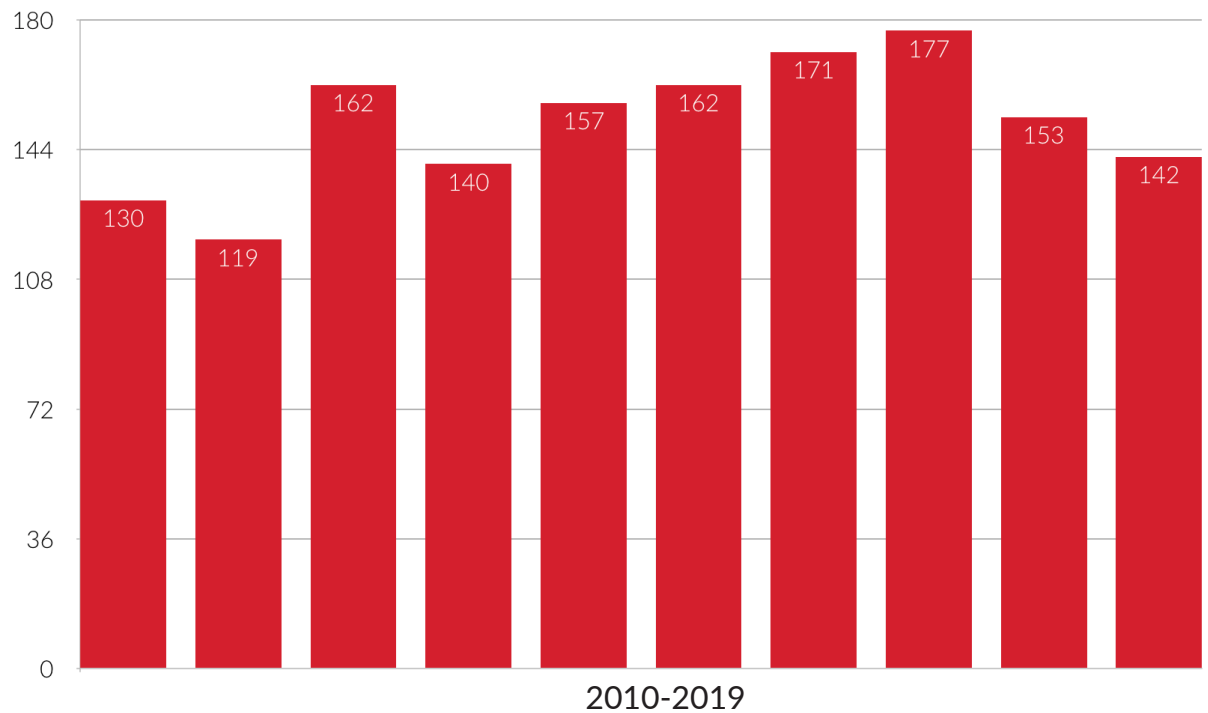
↑
DECEMBER
SALES VOLUME
\$7,463,000

UP FROM 0

↑
DECEMBER
UNIT SALES
9

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

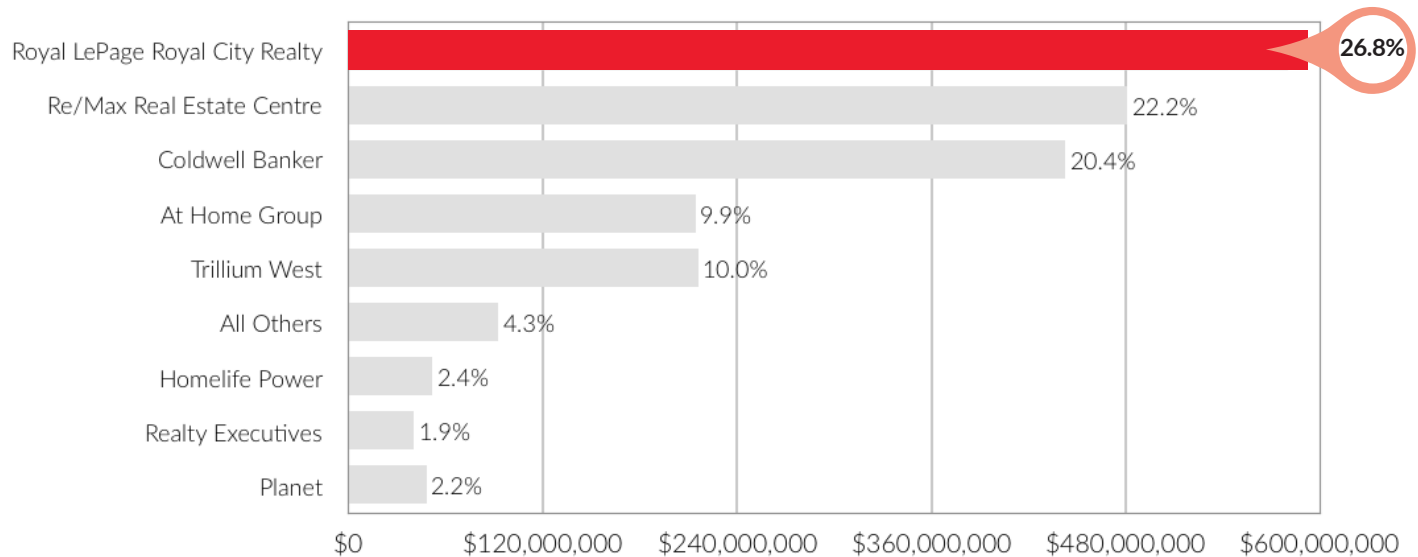


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

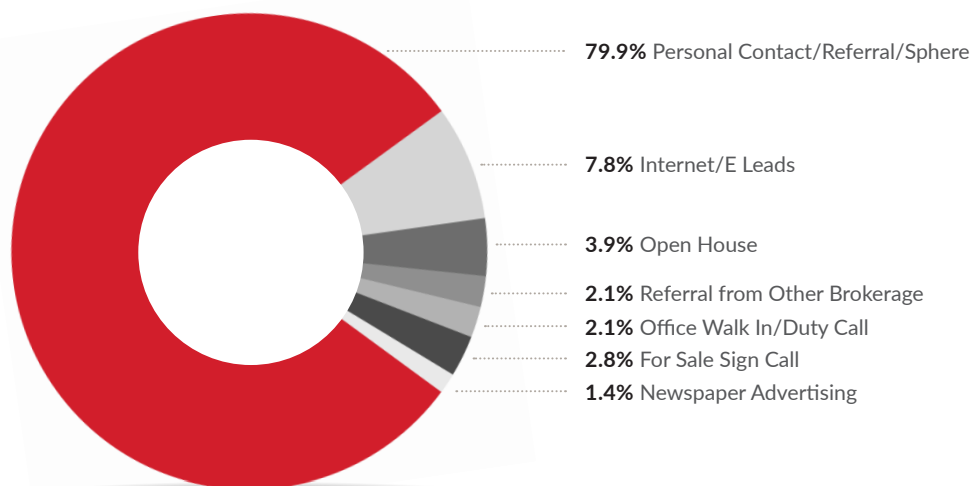
MARKET SHARE BY \$VOLUME

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

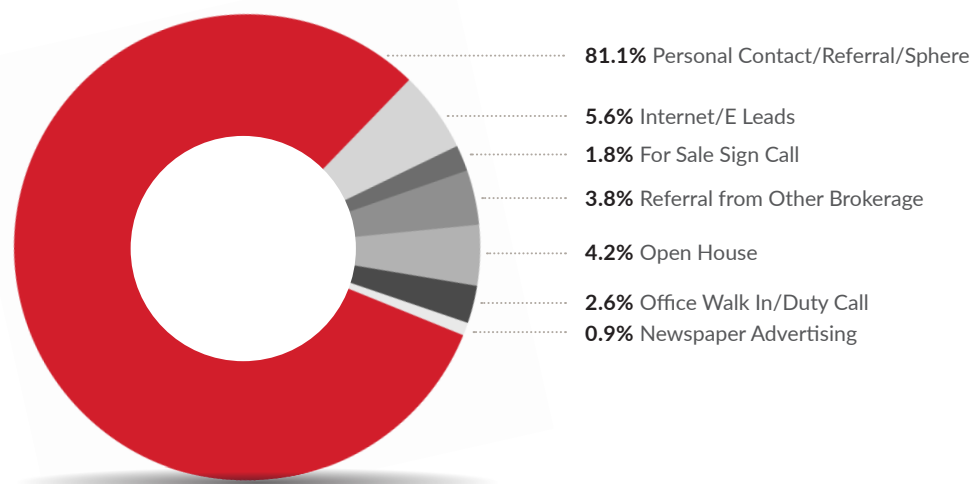


SOURCE OF BUSINESS

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