

CITY OF GUELPH REAL ESTATE MARKET REPORT

JANUARY 2020

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

BALANCED MARKET

THE CITY OF GUELPH STARTED THE YEAR IN A SELLER'S MARKET WITH DEMAND OUTPACING LISTING ACTIVITY.



YEAR-TO-DATE SALES VOLUME OF \$76,938,706

Up **19.66%** from 2019's \$64,295,196. Unit sales of **143** are up **10%** from 2019's **130**, with **224** new listings down **17.95%**, and a **63.84%** sales/listings ratio up **16.22%**.



JANUARY SALES VOLUME OF \$76,938,706

Up **19.66%** from 2019's \$64,295,196. Unit sales of **143** are up **10%** from last January's **130**, with **224** new listings down **17.95%**, and a **63.84%** sales/listing ratio up **16.22%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$541,822

Up from \$494,578 one year ago. Median sale price of \$498,450 up from \$478,500 one year ago. Average days-on-market of **24** is down **8** days from last year.



JANUARY NUMBERS

MEDIAN SALE PRICE +4.17%

\$498,450

SALES VOLUME +19.66%

\$76,938,706

UNIT SALES +10%

143

NEW LISTINGS -17.95%

224

EXPIRED LISTINGS -50%

11

UNIT SALES/LISTINGS RATIO +16.22%

63.84%

Year over year comparison
(January 2019 to January 2020)

*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 2020)

*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



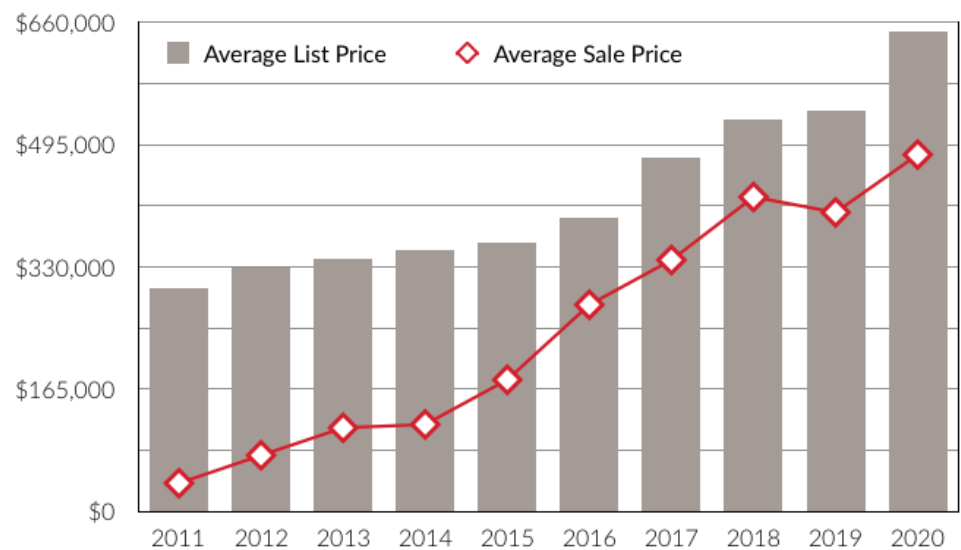
Table 1:
City of Guelph MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

Year Over Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Sales Volume	\$63,905,640	\$64,295,196	\$76,938,706	+19.66%
YTD Unit Sales	126	130	143	+10%
YTD New Listings	235	273	224	-17.95%
YTD Sales/Listings Ratio	53.62%	47.62%	63.84%	+16.22%
YTD Expired Listings	25	22	11	-50%
January Sales Volume	\$63,905,640	\$64,295,196	\$76,938,706	+19.66%
January Unit Sales	126	130	143	+10%
January New Listings	235	273	224	-17.95%
January Sales/Listings Ratio	53.62%	47.62%	63.84%	+16.22%
January Expired Listings	25	22	11	+50%
YTD Sales: \$0-\$199K	0	0	1	Up by 1
YTD Sales: \$200K-\$349K	24	17	12	-29.41%
YTD Sales: \$350K-\$549K	74	74	84	+13.51%
YTD Sales: \$550K-\$749K	23	33	36	+9.09%
YTD Sales: \$750K-\$999K	3	6	5	-16.67%
YTD Sales: \$1M+	2	0	5	Up by 5
YTD Average Days-On-Market	25	32	24	-25%
YTD Average Sale Price	\$507,188	\$494,578	\$541,822	+9.55%
YTD Median Sale Price	\$473,500	\$478,500	\$498,450	+4.17%

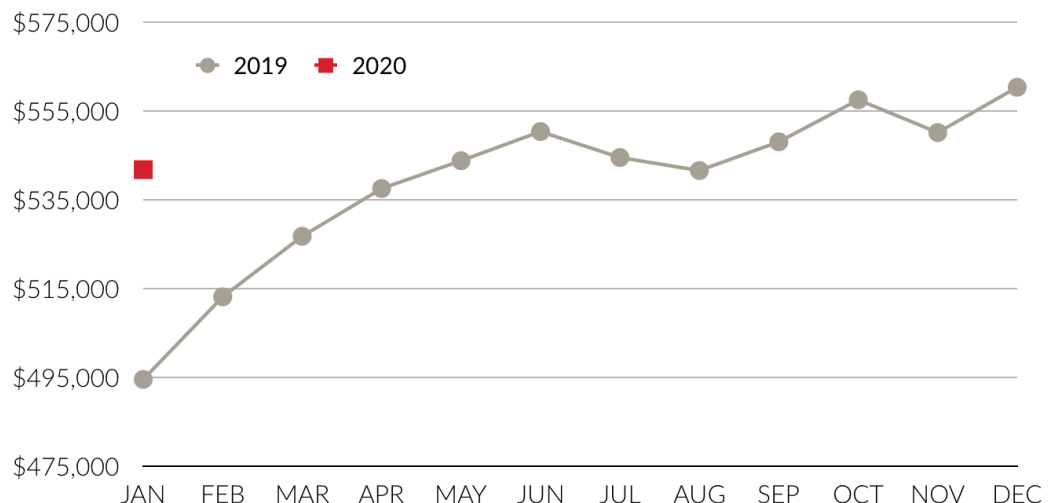
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



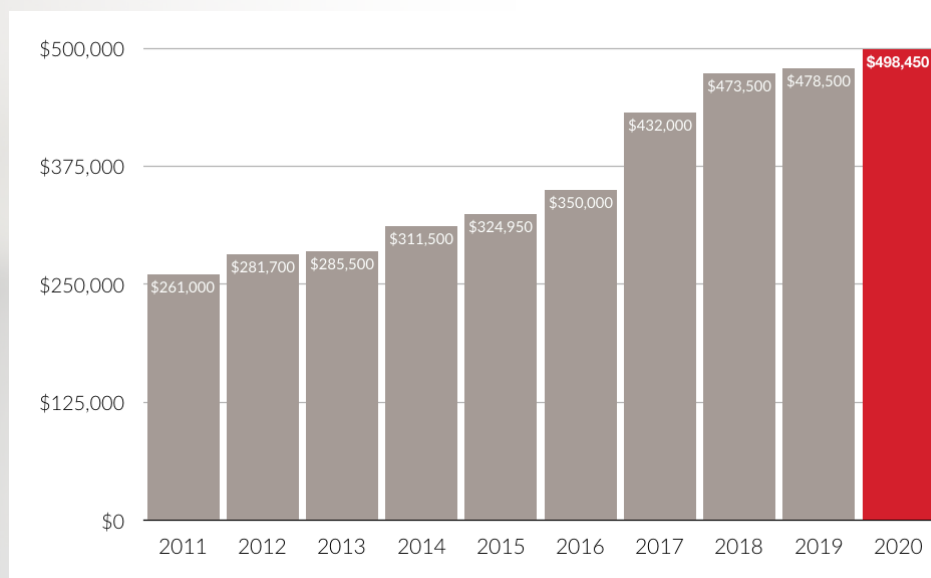
MONTH OVER MONTH 2019 VS. 2020



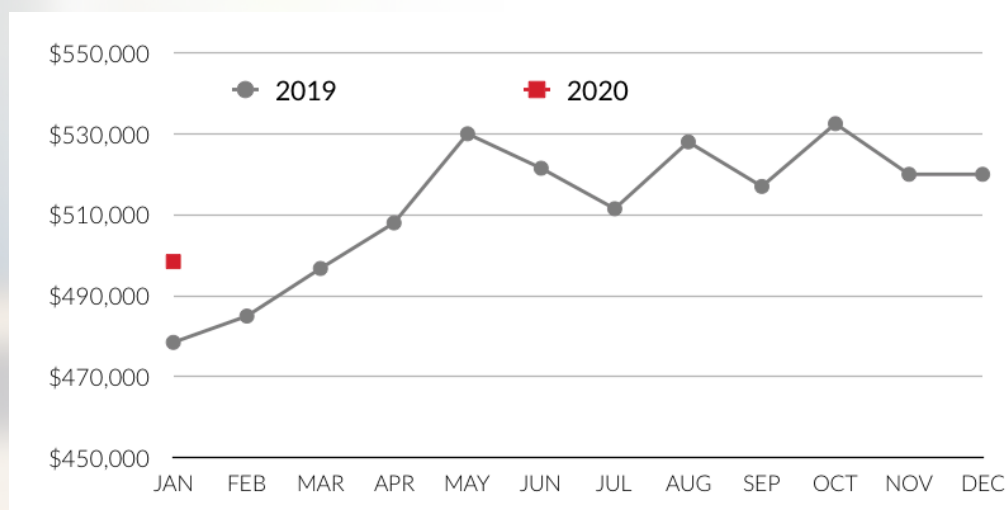
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

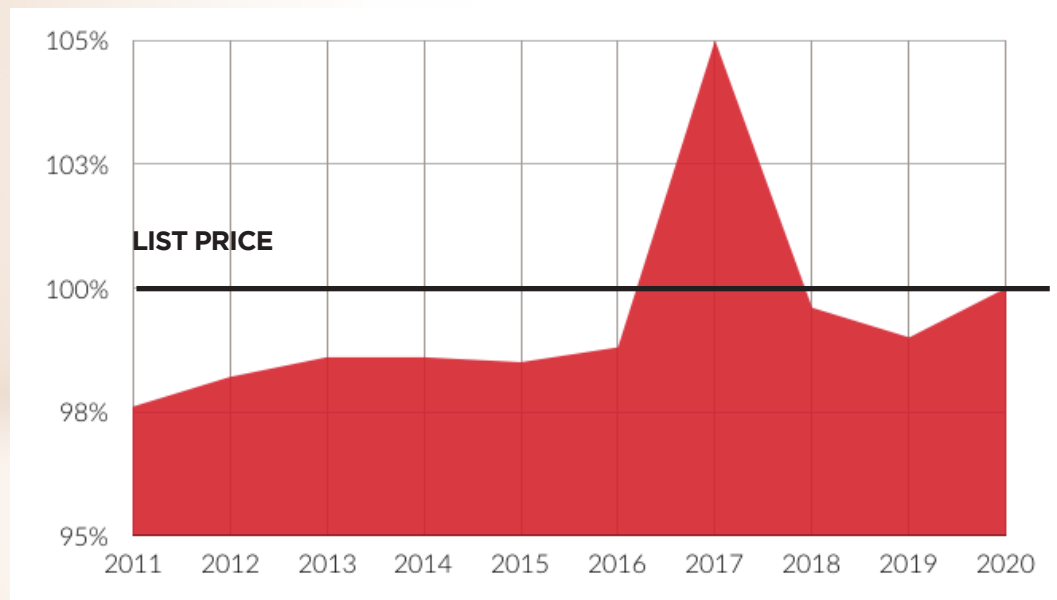


* Median sale price is based on residential sales (including freehold and condominiums).

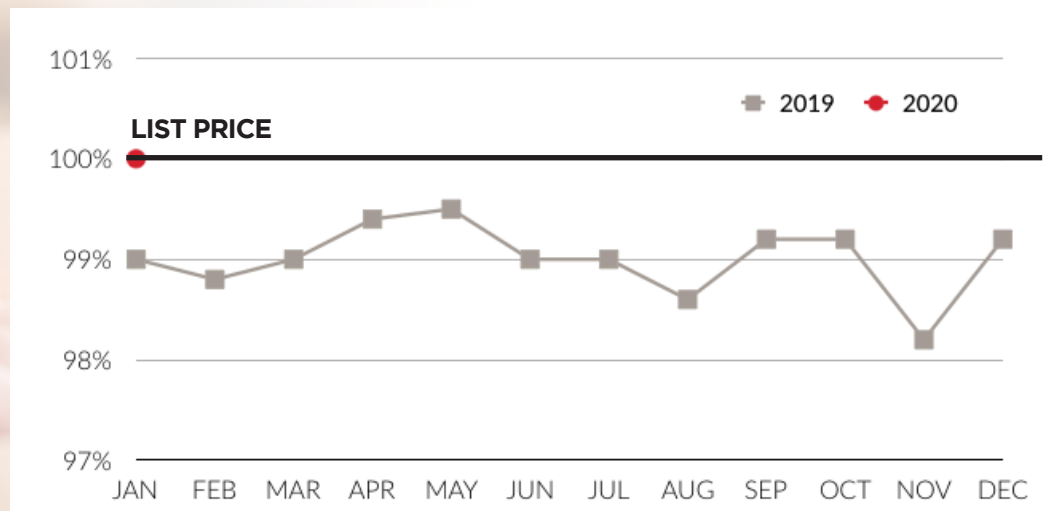
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



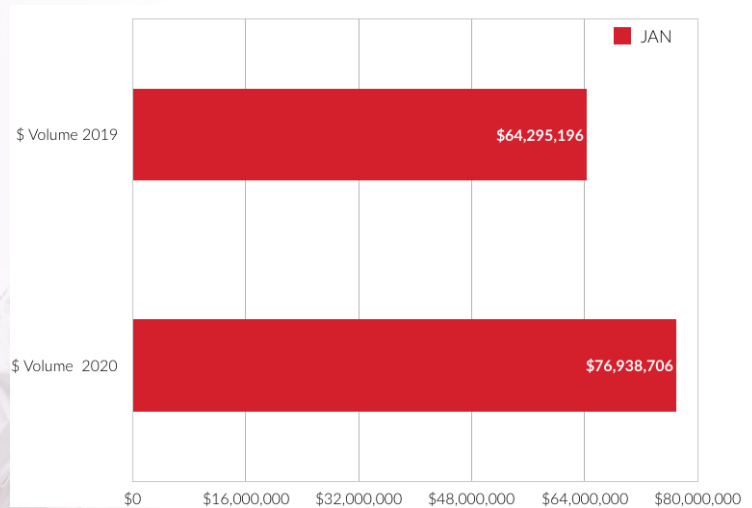
MONTH OVER MONTH 2019 VS. 2020



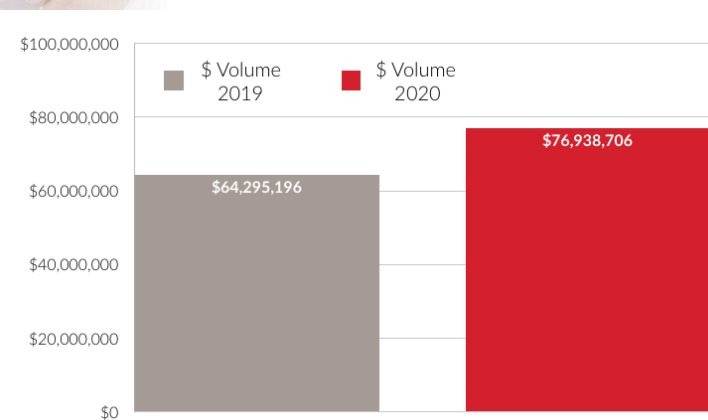
\$ VOLUME SALES

CITY OF GUELPH

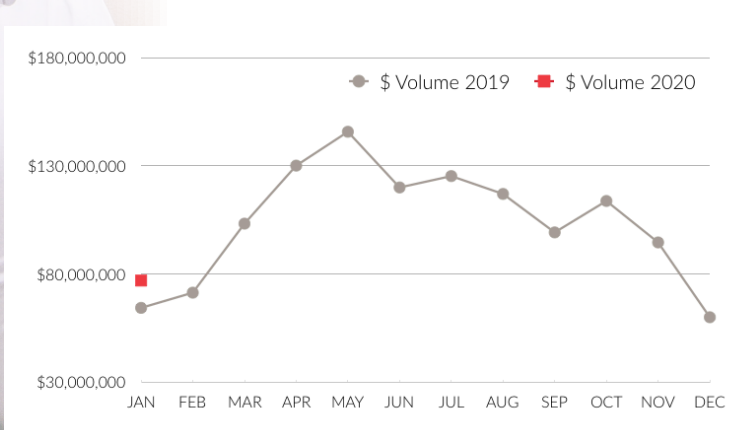
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

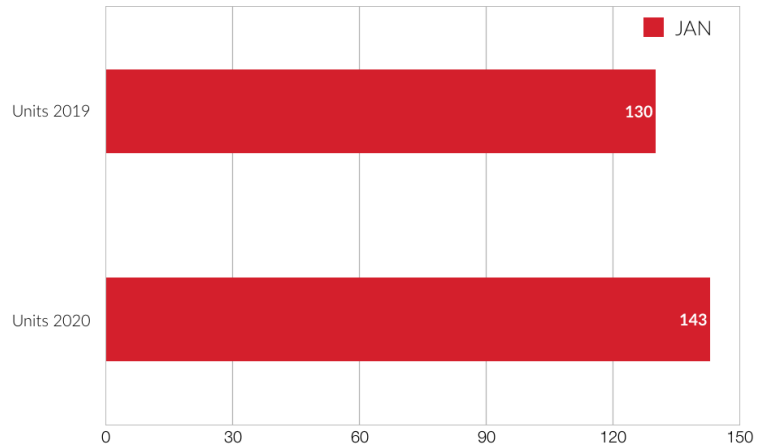




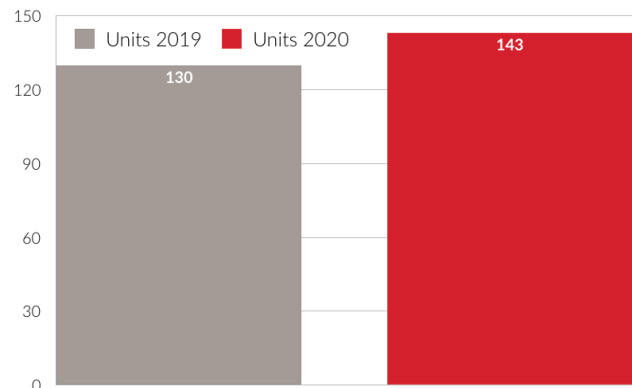
UNIT SALES

CITY OF GUELPH

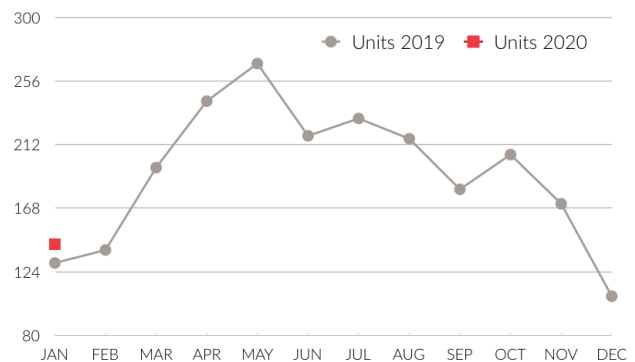
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

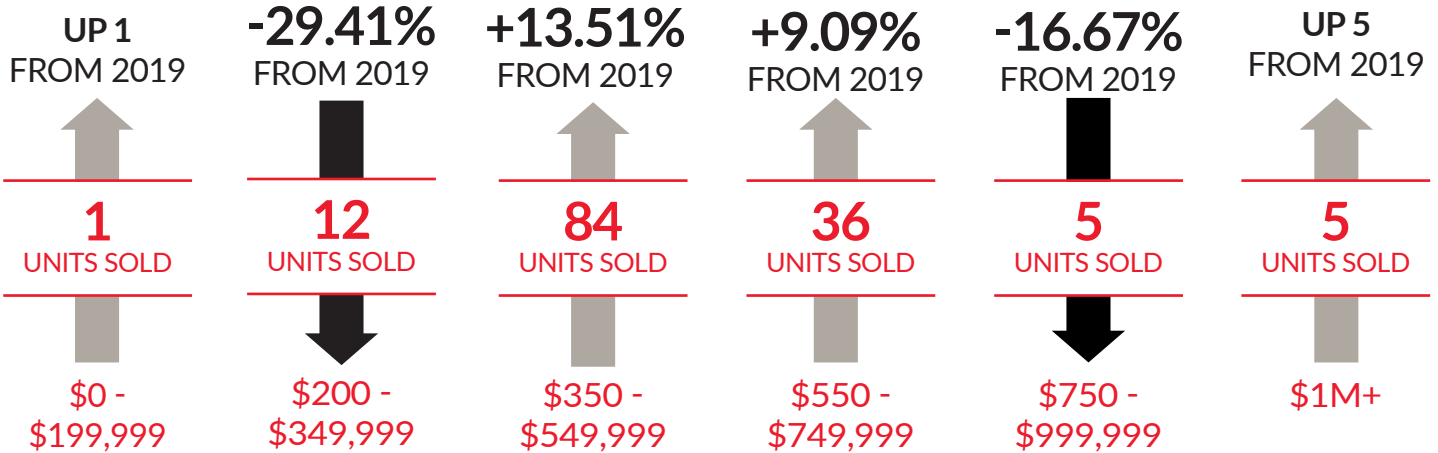


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



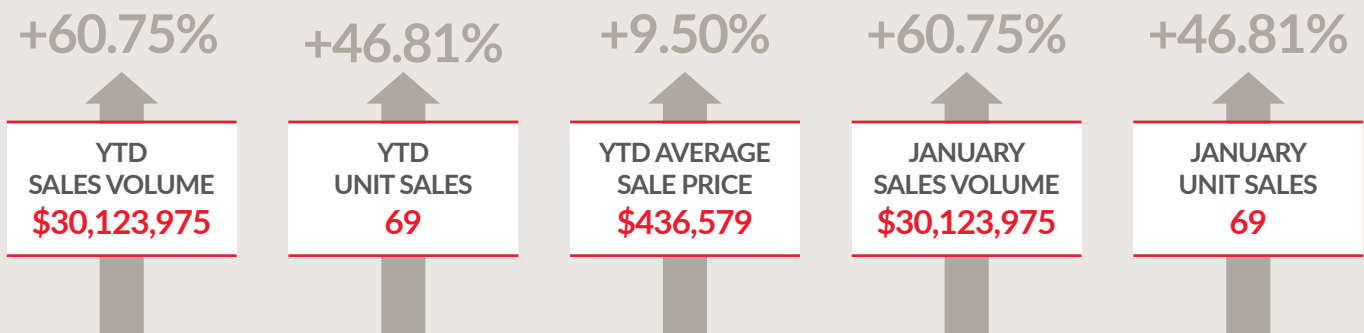
SALES BY TYPE

CITY OF GUELPH

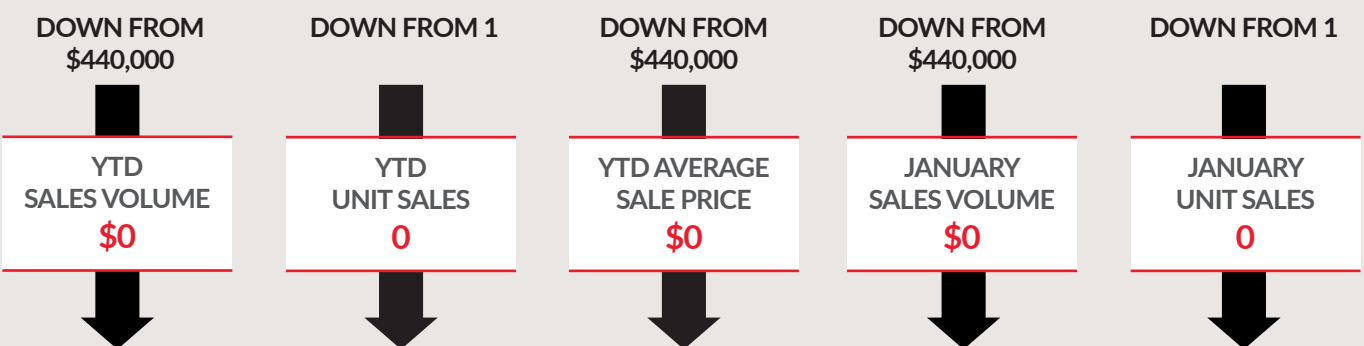
FREEHOLD HOME SALES



CONDOMINIUM HOME SALES

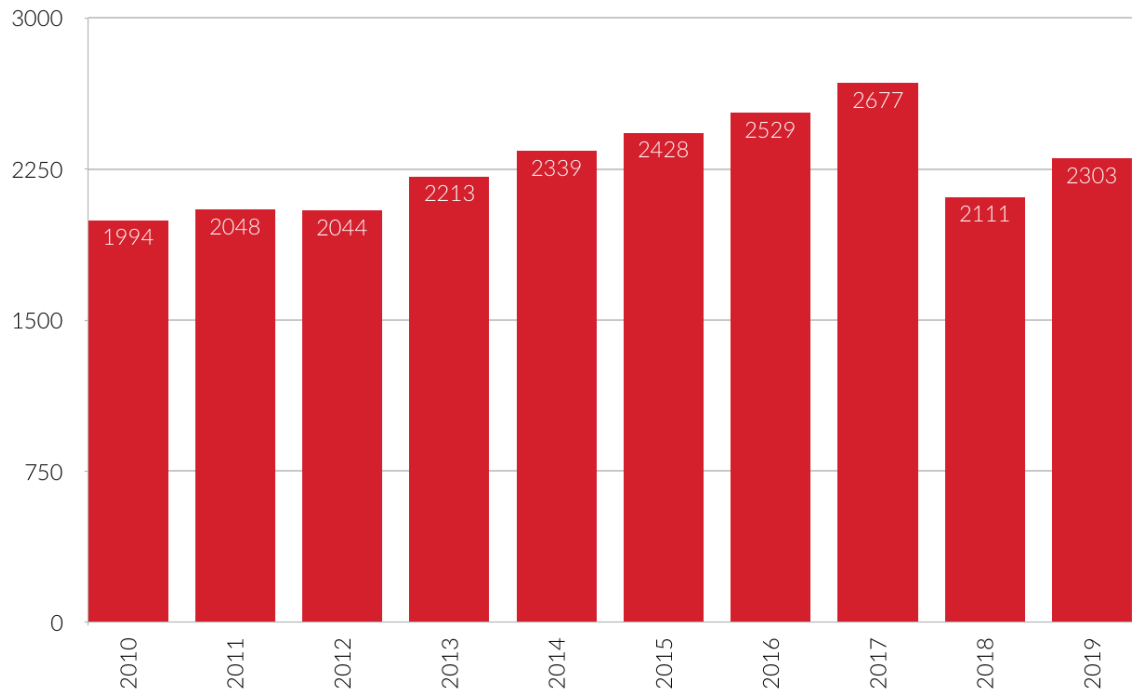


VACANT LAND SALES



10 YEAR MARKET ANALYSIS

CITY OF GUELPH UNITS SOLD

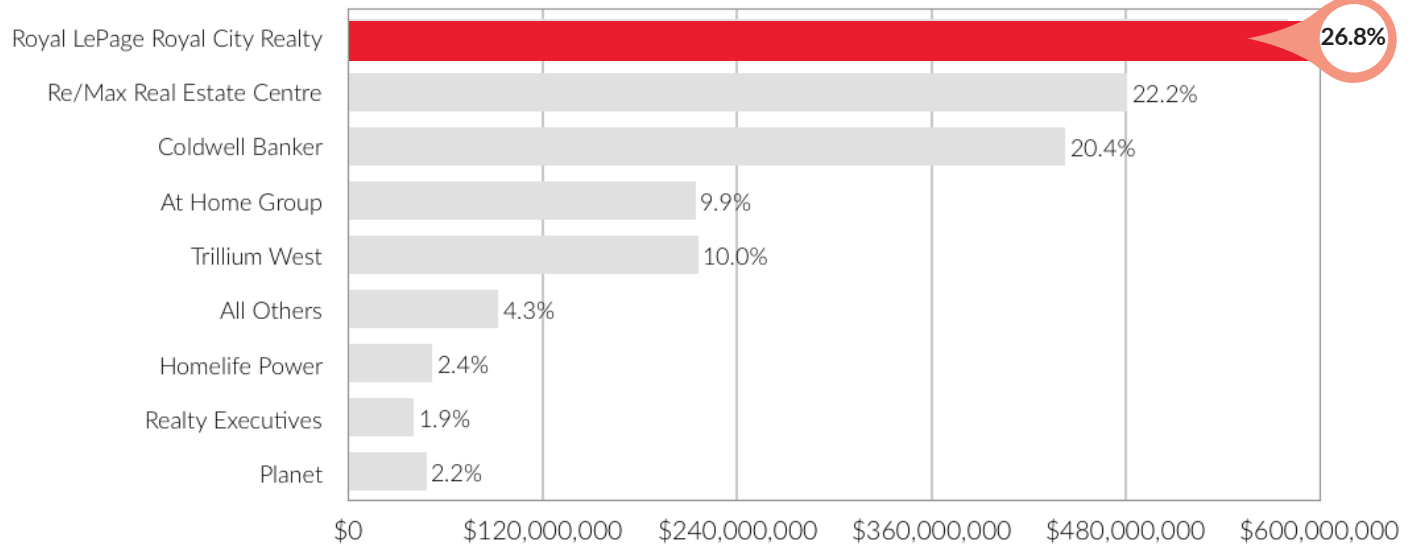


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

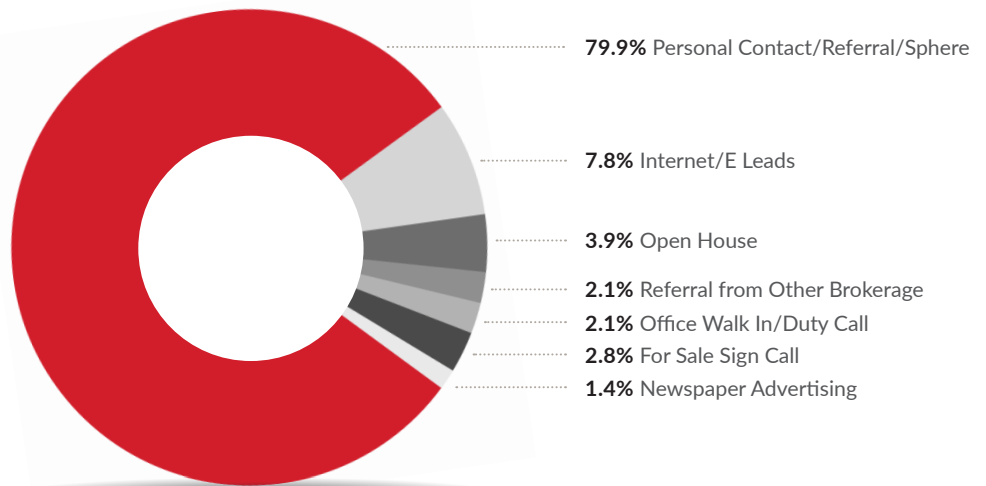
MARKET SHARE BY \$VOLUME

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

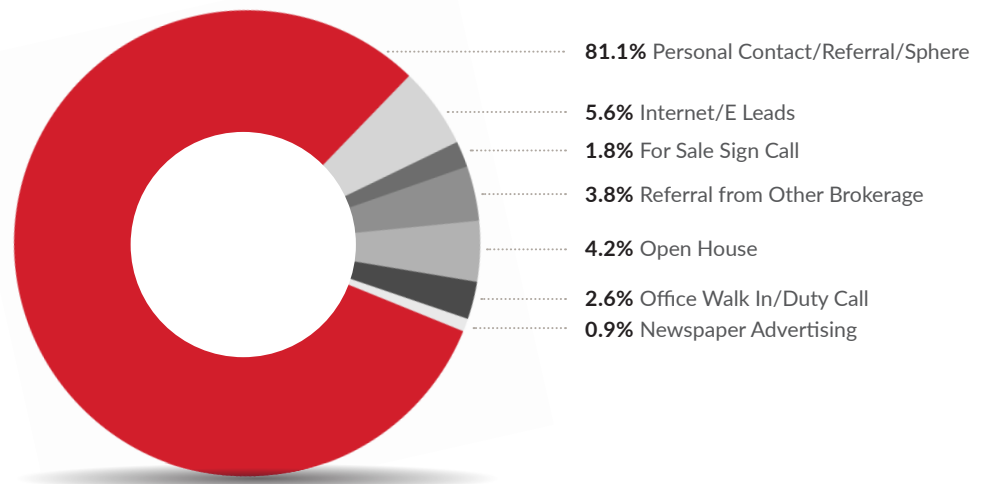


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

FIVE CONVENIENT LOCATIONS TO SERVE YOU



FERGUS

T. 519.843.1365

840 Tower Street S., Fergus



GUELPH

T. 519.824.9050

848 Gordon Street, Suite 101, Guelph



ROCKWOOD

T. 519.856.9922

118 Main Street S., Rockwood



GUELPH

T. 519.821.6191

214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

T. 519.821.6191

1467 Gordon Street Unit L1, Guelph