

CITY OF GUELPH REAL ESTATE MARKET REPORT

FEBRUARY 2020

R-CITY | R-TEAM | R-NUMBERS



CITY OF GUELPH OVERVIEW

SELLER'S MARKET

BETTER WEATHER, LOW MORTGAGE RATES, LOW INVENTORY AND A STRONG ECONOMY HAVE LED TO AN EXTREMELY ACTIVE MARKET AND A LARGE 20% MEDIAN PRICE GAIN FROM FEBRUARY 2019.



YEAR-TO-DATE SALES VOLUME OF \$207,588,510

Up 53.06% from 2019's \$135,625,513. Unit sales of 361 are up 34.2% from 2019's 269, with 474 new listings down 1.04%, and a 76.16% sales/listings ratio up 20%.



FEBRUARY SALES VOLUME OF \$130,649,804

Up 83.16% from 2019's \$71,330,317. Unit sales of 218 are up 56.83% from last February's 139, with 250 new listings up 21.36%, and a 87.2% sales/listing ratio up 19.72%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$570,567

Up from \$503,873 one year ago. Median sale price of \$541,725 up from \$481,750 one year ago. Average days-on-market of 23 is down 5.5 days from last year.



FEBRUARY NUMBERS

MEDIAN SALE PRICE +20.62%

\$585,000

SALES VOLUME +83.16%

\$130,649,804

UNIT SALES +56.83%

218

NEW LISTINGS +21.36%

250

EXPIRED LISTINGS NO CHANGE

13

UNIT SALES/LISTINGS RATIO +19.72%

87.2%

Year over year comparison
(February 2019 to February 2020)

*Year-to-date (YTD): is a period starting from the beginning of the current calendar year and continuing up to the present day (February - 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



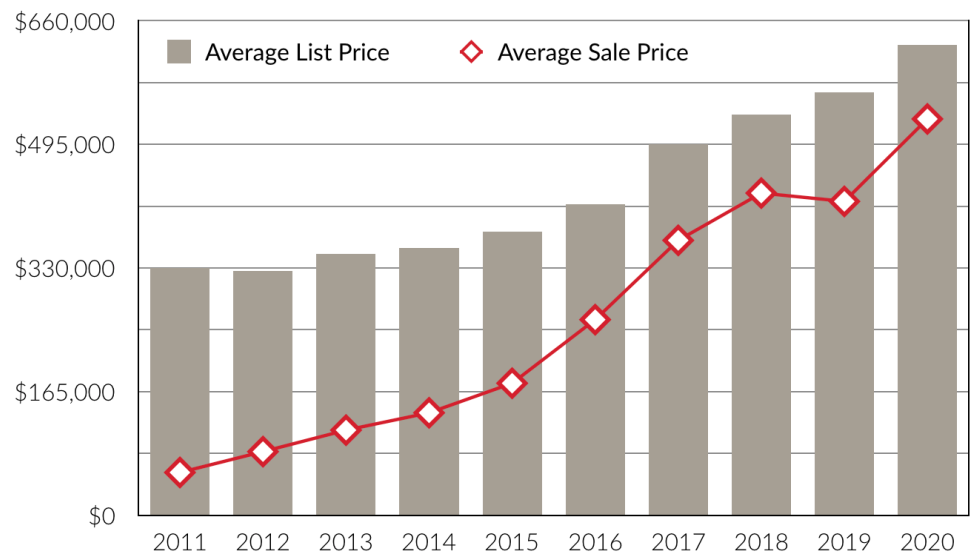
Table 1:
City of Guelph MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

Year Over Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Sales Volume	\$136,551,924	\$135,625,513	\$207,588,510	+53.06%
YTD Unit Sales	273	269	361	+34.2%
YTD New Listings	480	479	474	-1.04%
YTD Sales/Listings Ratio	56.88%	56.16%	76.16%	+20%
YTD Expired Listings	38	35	24	-31.43%
February Sales Volume	\$72,646,284	\$71,330,317	\$130,649,804	+83.16%
February Unit Sales	147	139	218	+56.83%
February New Listings	245	206	250	+21.36%
February Sales/Listings Ratio	60%	67.48%	87.2%	+19.72%
February Expired Listings	13	13	13	NO CHANGE
YTD Sales: \$0-\$199K	2	1	2	+100%
YTD Sales: \$200K-\$349K	50	35	25	-28.57%
YTD Sales: \$350K-\$549K	155	138	170	+23.19%
YTD Sales: \$550K-\$749K	51	73	120	+64.38%
YTD Sales: \$750K-\$999K	8	21	35	+66.67%
YTD Sales: \$1M+	6	1	9	+800%
YTD Average Days-On-Market	22	28.5	23	-19%
YTD Average Sale Price	\$510,592	\$503,873	\$570,567	+13.24%
YTD Median Sale Price	\$466,750	\$481,750	\$541,725	+12.45%

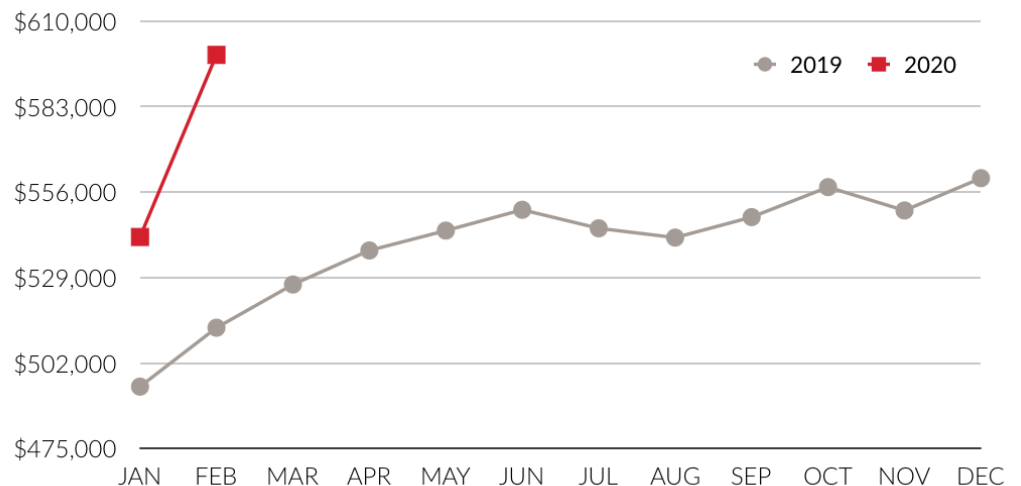
AVERAGE SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



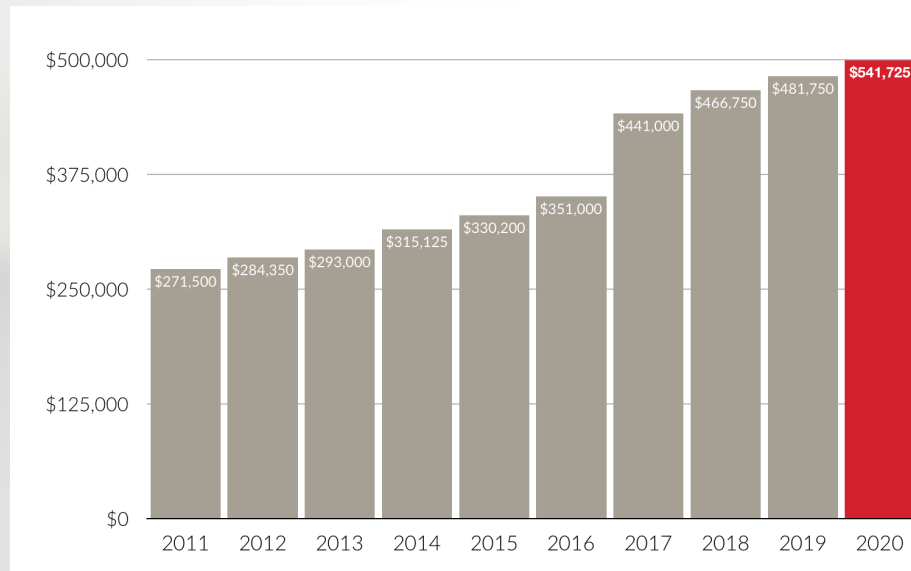
MONTH OVER MONTH 2019 VS. 2020



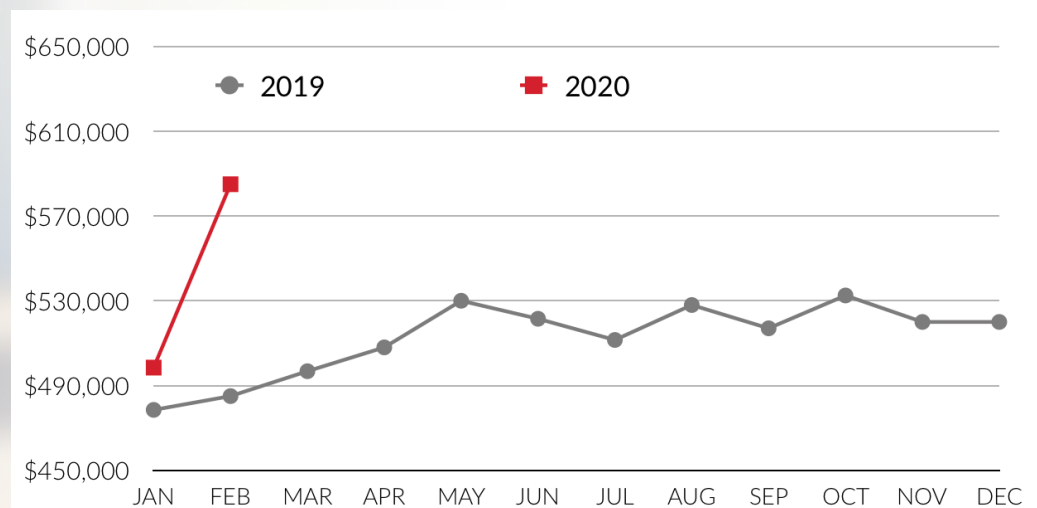
MEDIAN SALE PRICE

CITY OF GUELPH

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

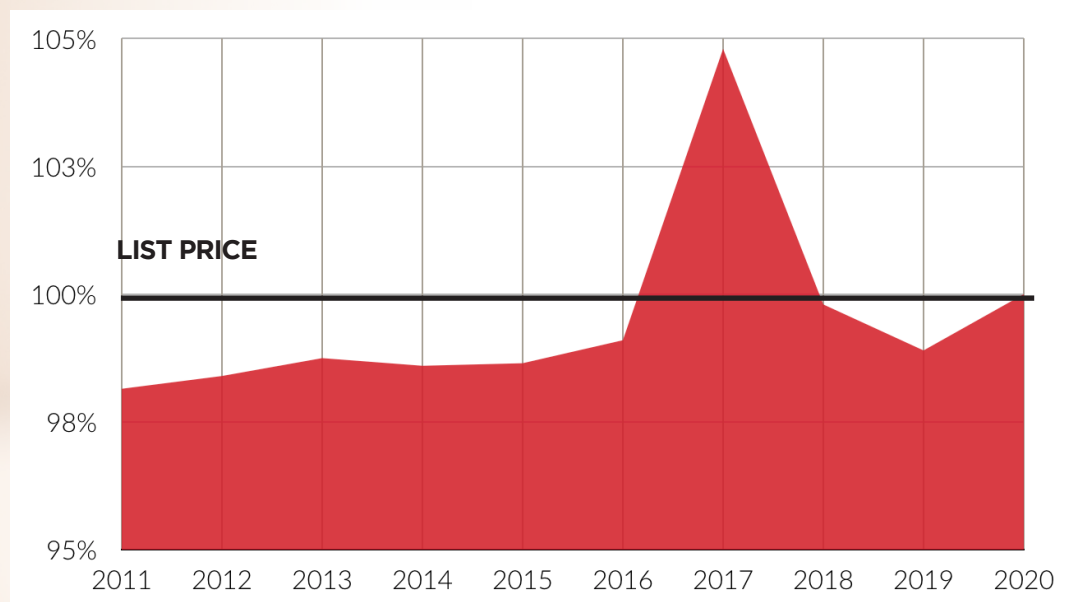


* Median sale price is based on residential sales (including freehold and condominiums).

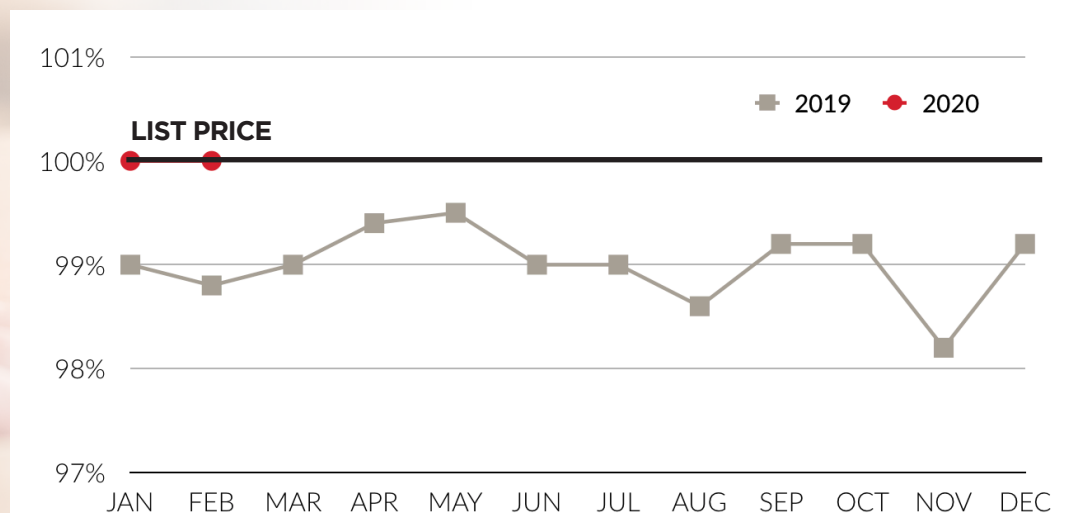
SALE PRICE vs. LIST PRICE RATIO

CITY OF GUELPH

YEAR OVER YEAR



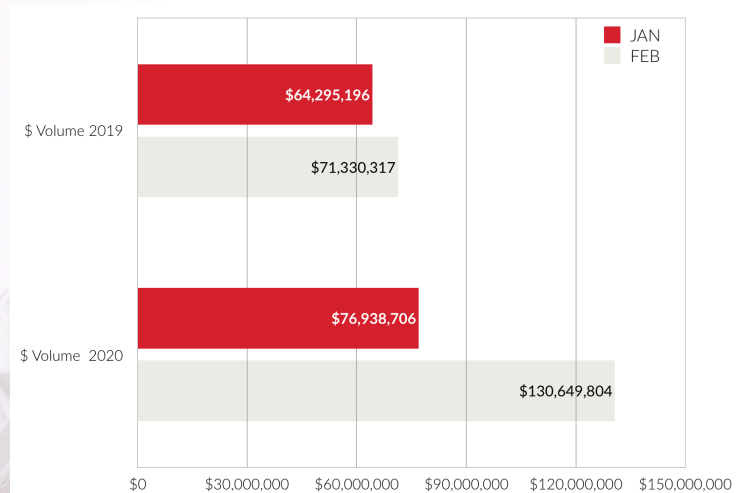
MONTH OVER MONTH 2019 VS. 2020



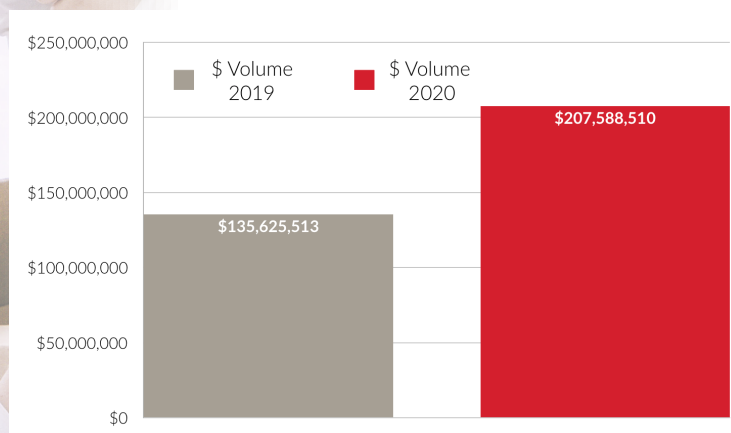
\$ VOLUME SALES

CITY OF GUELPH

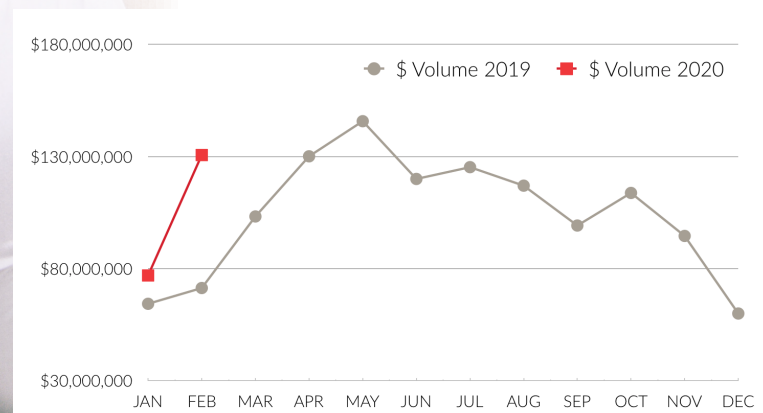
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

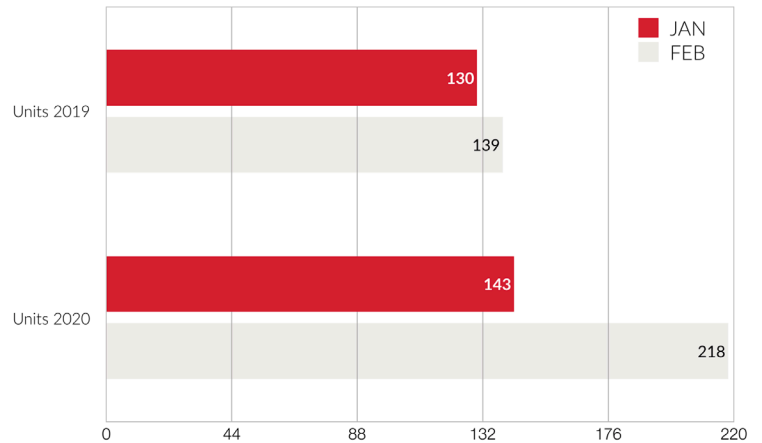




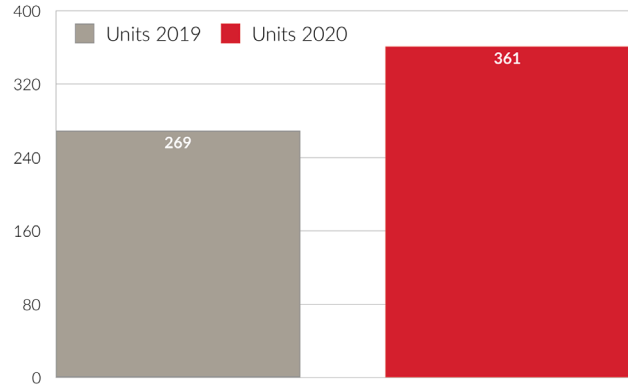
UNIT SALES

CITY OF GUELPH

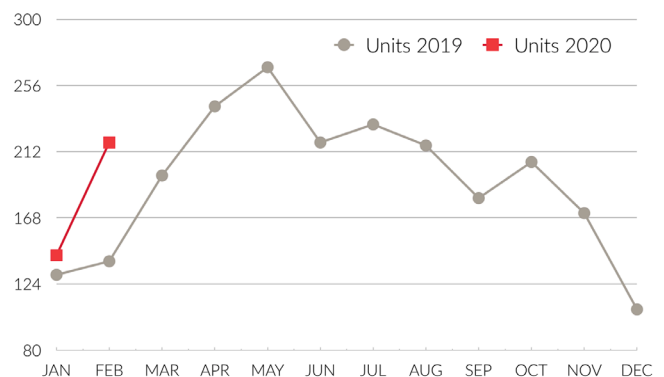
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

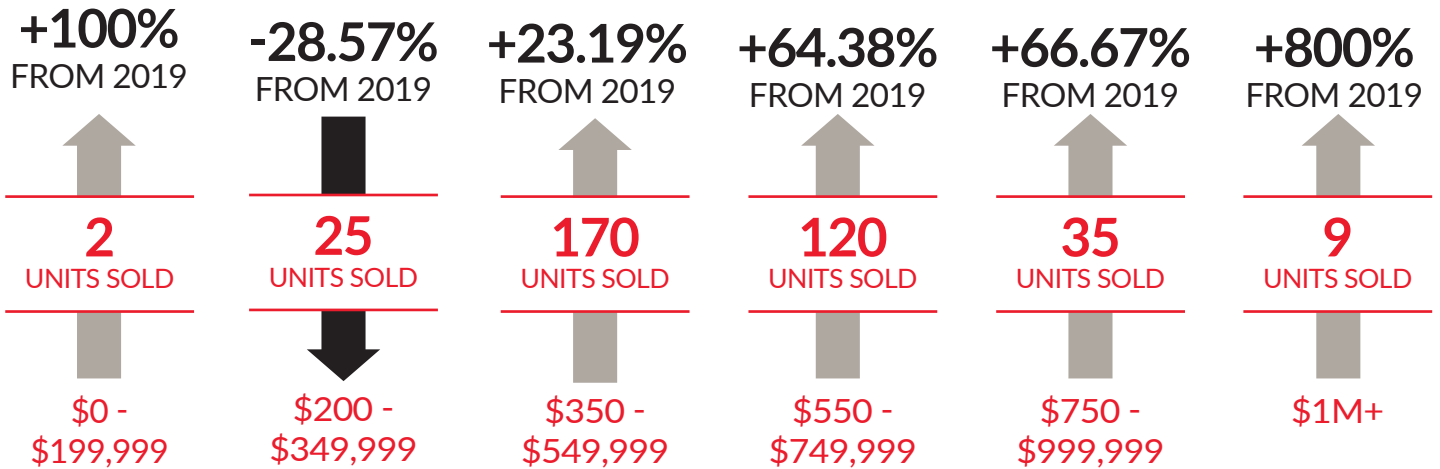


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

CITY OF GUELPH - YEAR TO DATE



SALES BY TYPE

CITY OF GUELPH

FREEHOLD HOME SALES

+55.79%

YTD
SALES VOLUME
\$140,679,577

+37.34%

YTD
UNIT SALES
217

+13.43%

YTD AVERAGE
SALE PRICE
\$648,293

+104.42%

FEBRUARY
SALES VOLUME
\$97,314,846

+81.25%

FEBRUARY
UNIT SALES
145

CONDOMINIUM HOME SALES

+49.02%

YTD
SALES VOLUME
\$61,139,033

+32.69%

YTD
UNIT SALES
138

+12.3%

YTD AVERAGE
SALE PRICE
\$443,036

+40.5%

FEBRUARY
SALES VOLUME
\$31,314,958

+22.81%

FEBRUARY
UNIT SALES
70

VACANT LAND SALES

+47.7%

YTD
SALES VOLUME
\$650,000

NO CHANGE

YTD
UNIT SALES
1

+47.73%

YTD AVERAGE
SALE PRICE
\$650,000

UP FROM
\$0 IN 2019

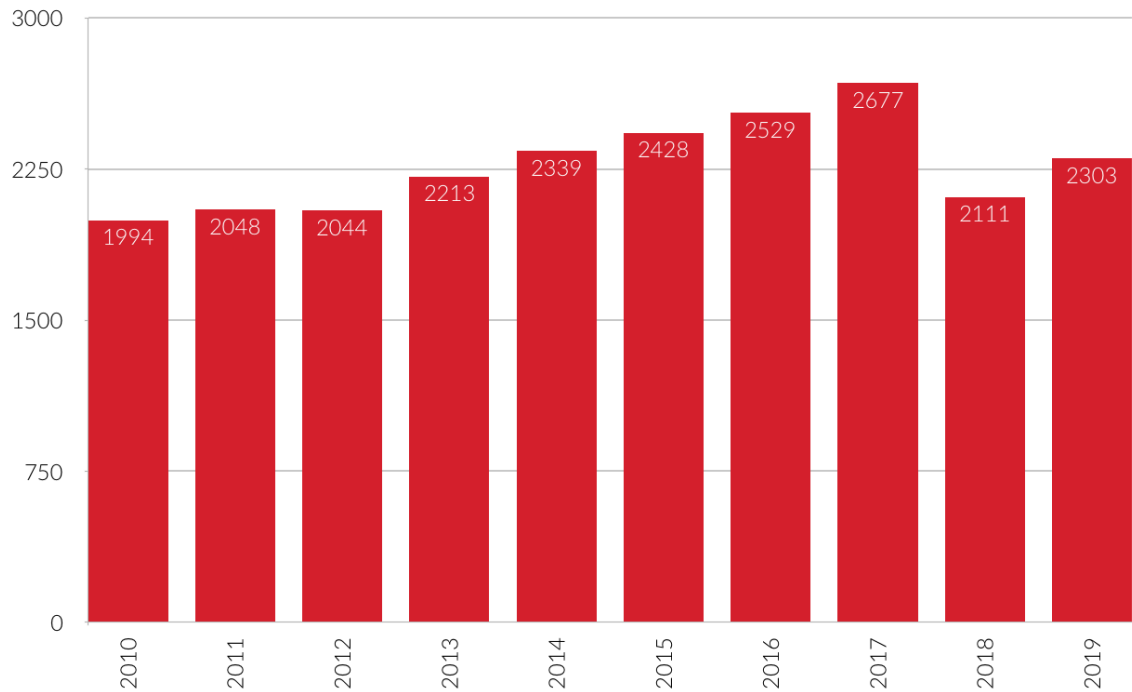
FEBRUARY
SALES VOLUME
\$650,000

UP FROM
0 IN 2019

FEBRUARY
UNIT SALES
1

10 YEAR MARKET ANALYSIS

CITY OF GUELPH UNITS SOLD

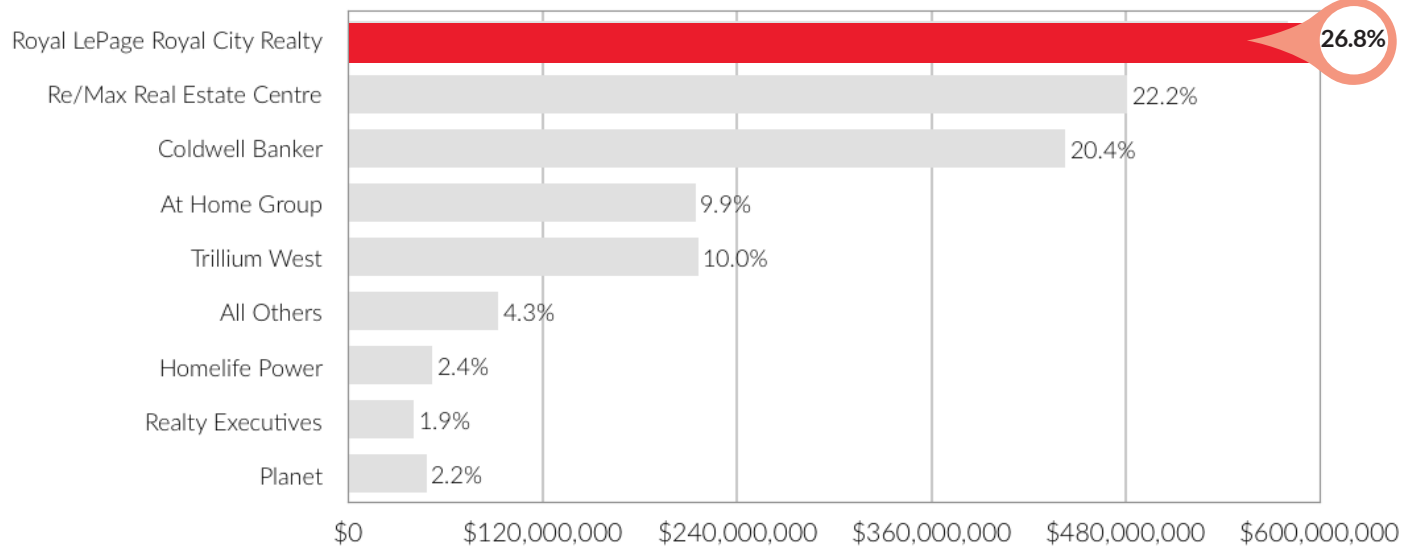


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

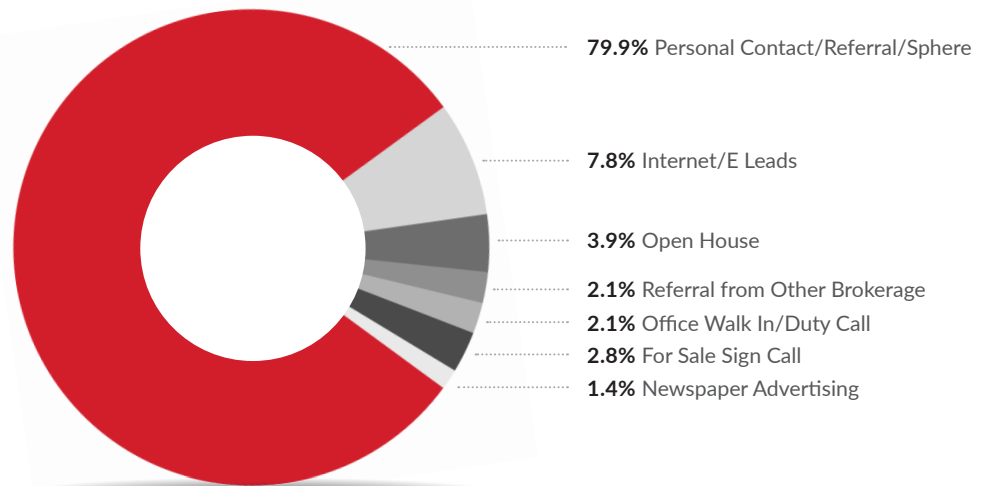
MARKET SHARE BY \$VOLUME

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

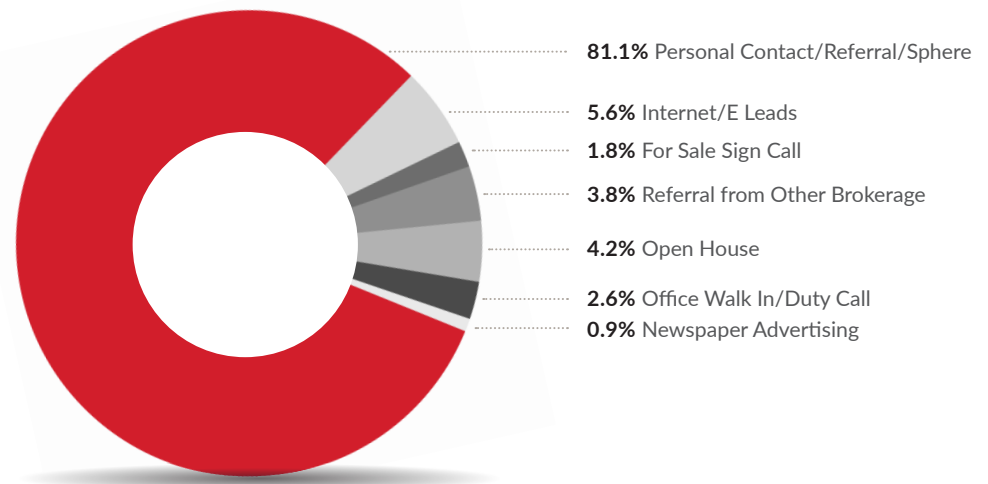


SOURCE OF BUSINESS

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