

# CITY OF GUELPH REAL ESTATE MARKET REPORT

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## MARCH 2020

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R-CITY | R-TEAM | R-NUMBERS



## CITY OF GUELPH OVERVIEW

# SELLER'S MARKET

GUELPH REMAINS AN ACTIVE MARKET. PRICES CONTINUE TO INCREASE AND LESS LISTINGS ARE EXPIRING AS SALES ACTIVITY PUSHES DEMAND.



### YEAR-TO-DATE SALES VOLUME OF \$343,869,951

Up **43.95%** from 2019's **\$238,880,036**. Unit sales of **588** are up **26.45%** from 2019's **465**, with **783** new listings up **4.12%**, and a **75.1%** sales/listings ratio up **13.26%**.



### MARCH SALES VOLUME OF \$137,880,358

Up **33.53%** from 2019's **\$103,254,523**. Unit sales of **229** are up **16.84%** from last March's **196**, with **307** new listings up **12.45%**, and a **74.59%** sales/listing ratio up **7.12%**.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$580,573

Up from **\$511,518** one year ago. Median sale price of **\$567,000** up from **\$485,000** one year ago. Average days-on-market of **20.33** is down **7.67** days from last year.



## MARCH NUMBERS

MEDIAN SALE PRICE +14.14%

**\$567,000**

SALES VOLUME +33.53%

**\$137,880,358**

UNIT SALES +16.84%

**229**

NEW LISTINGS +12.45%

**307**

EXPIRED LISTINGS -61.9%

**8**

UNIT SALES/LISTINGS RATIO +7.12%

**74.59%**

Year over year comparison  
(March 2019 to March 2020)

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



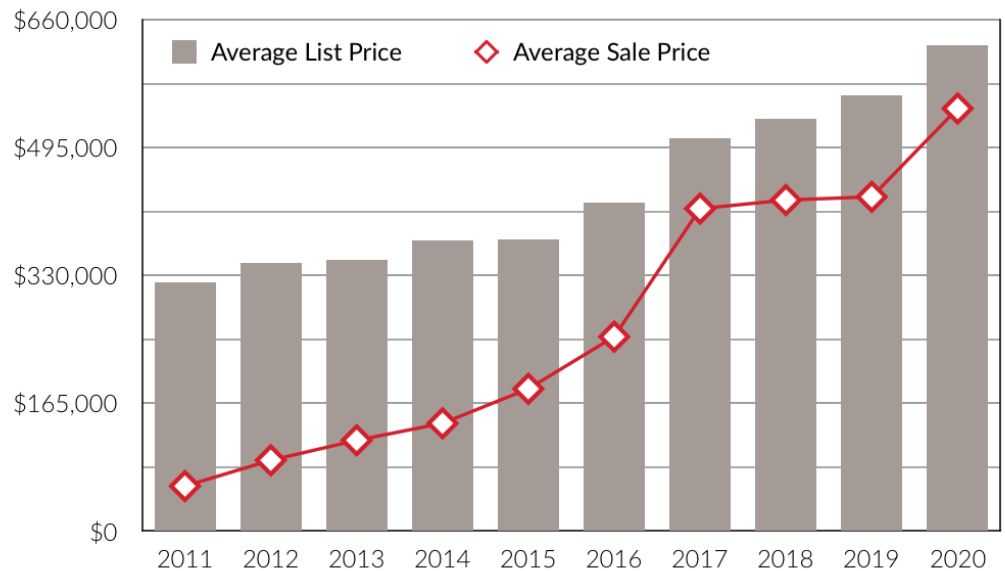
Table 1:  
City of Guelph MLS Sales and Listing Summary  
2018 vs. 2019 vs. 2020

Year Over Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Sales Volume	\$230,759,907	\$238,880,036	\$343,869,951	+43.95%
YTD Unit Sales	459	465	588	+26.45%
YTD New Listings	745	752	783	+4.12%
YTD Sales/Listings Ratio	61.61%	61.84%	75.1%	+13.26%
YTD Expired Listings	50	56	32	-42.86%
March Sales Volume	\$94,207,983	\$103,254,523	\$137,880,358	+33.53%
March Unit Sales	186	196	229	+16.84%
March New Listings	265	273	307	+12.45%
March Sales/Listings Ratio	60%	67.48%	74.59%	+7.12%
March Expired Listings	12	21	8	-61.9%
YTD Sales: \$0-\$199K	2	2	3	+50%
YTD Sales: \$200K-\$349K	79	61	35	-42.62%
YTD Sales: \$350K-\$549K	254	233	265	+13.73%
YTD Sales: \$550K-\$749K	93	132	208	+57.58%
YTD Sales: \$750K-\$999K	22	34	60	+76.47%
YTD Sales: \$1M+	8	3	17	+466.7%
YTD Average Days-On-Market	22	28	20.33	-27.38%
YTD Average Sale Price	\$508,958	\$511,518	\$580,573	+13.5%
YTD Median Sale Price	\$473,500	\$485,000	\$567,000	+16.91%

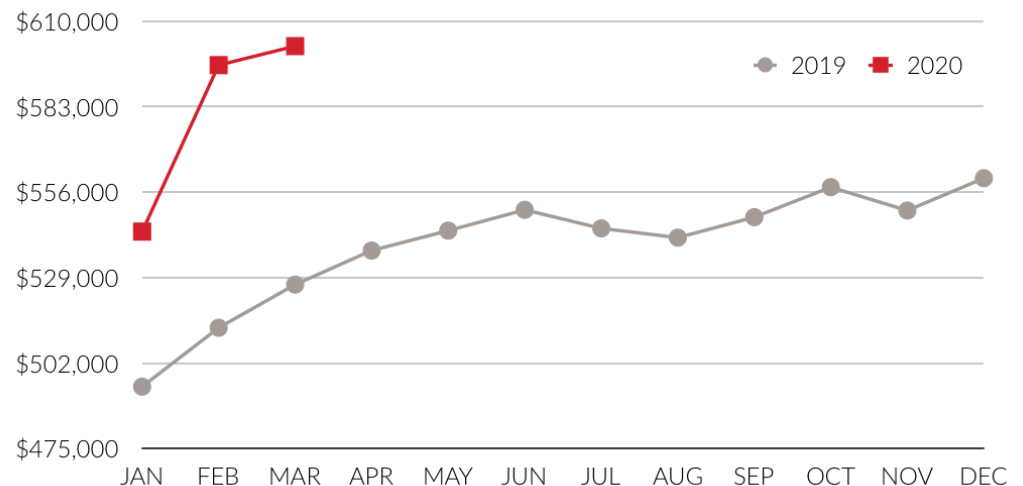
# AVERAGE SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



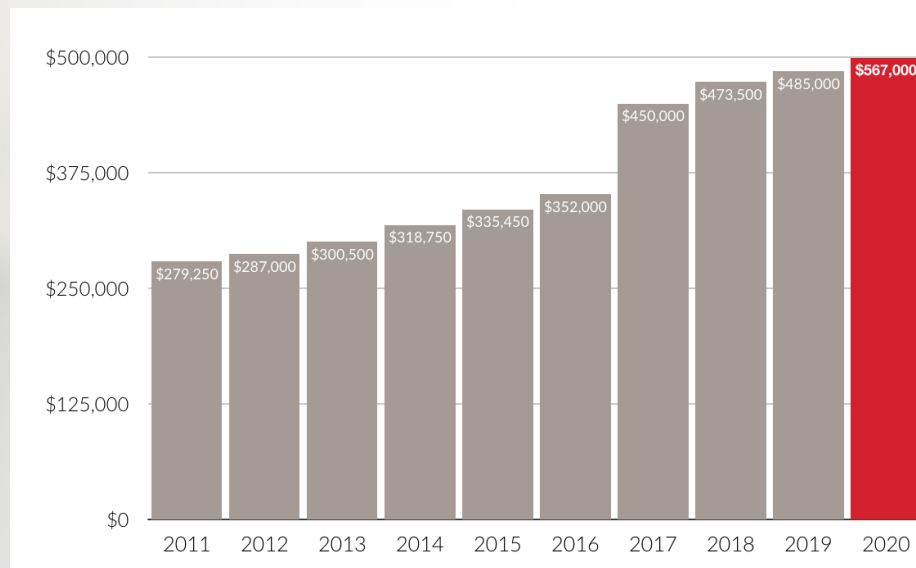
### MONTH OVER MONTH 2019 VS. 2020



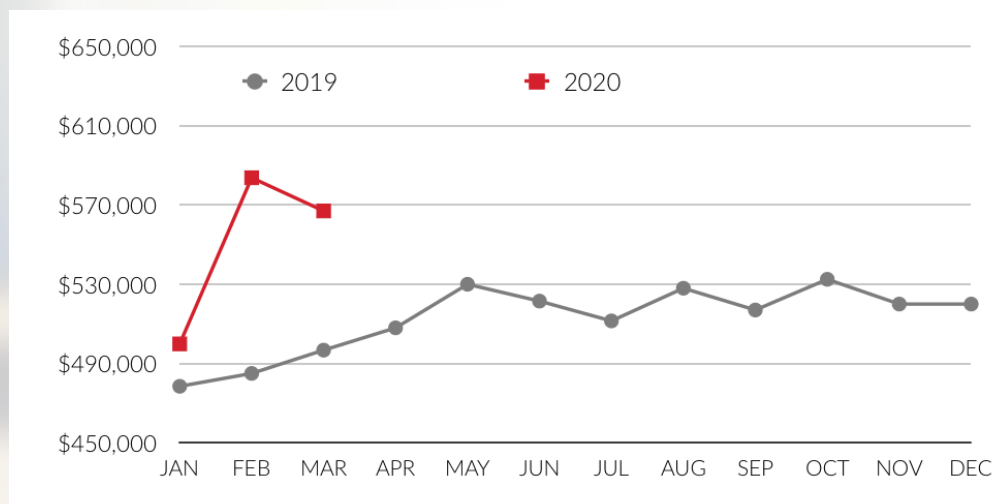
# MEDIAN SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

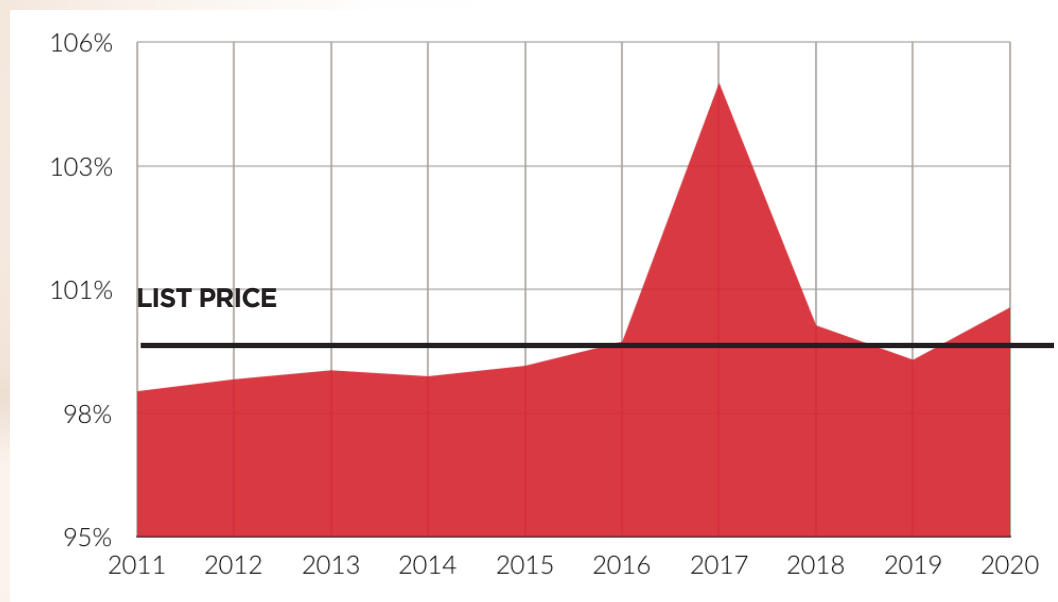


\* Median sale price is based on residential sales (including freehold and condominiums).

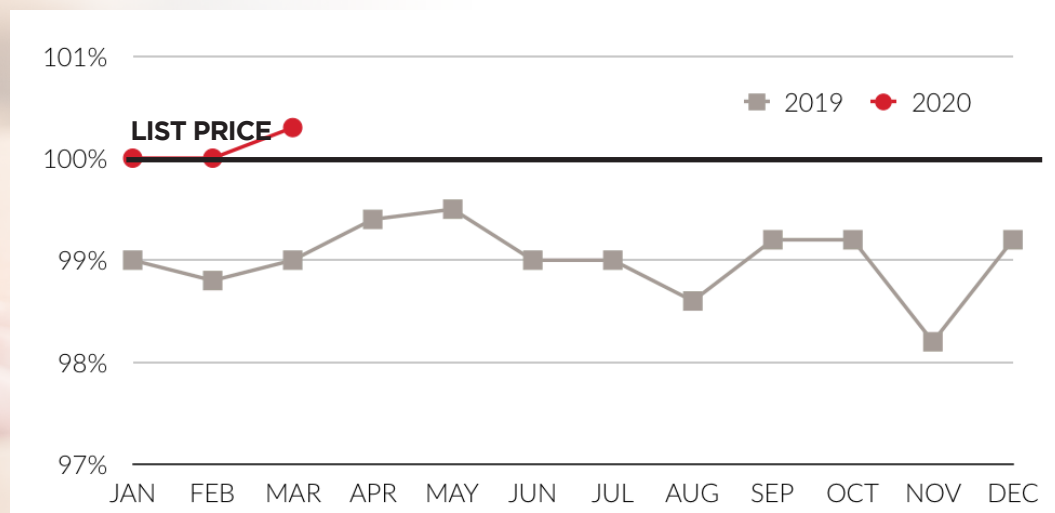
# SALE PRICE vs. LIST PRICE RATIO

## CITY OF GUELPH

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

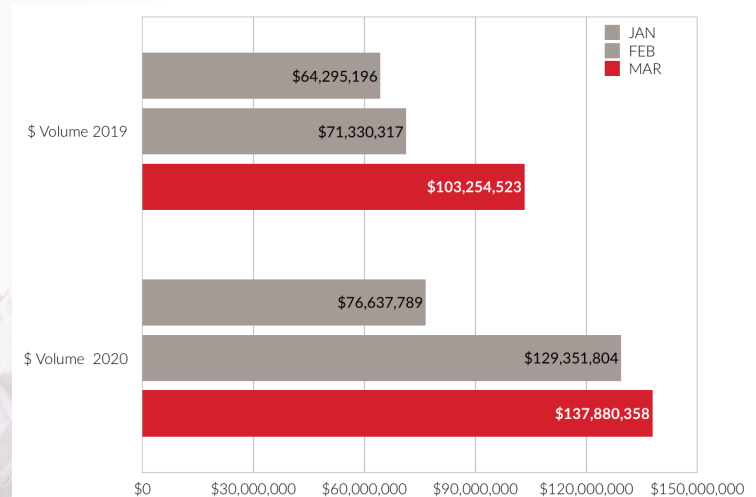




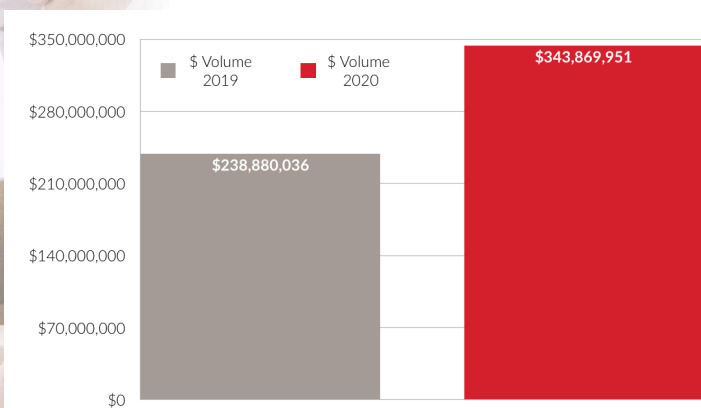
# \$ VOLUME SALES

## CITY OF GUELPH

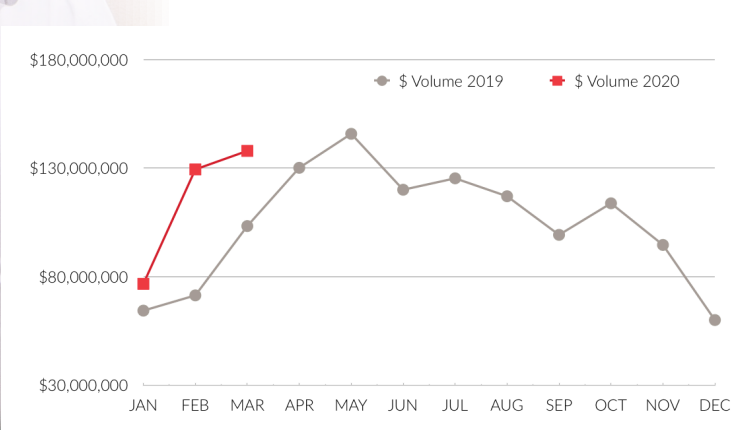
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

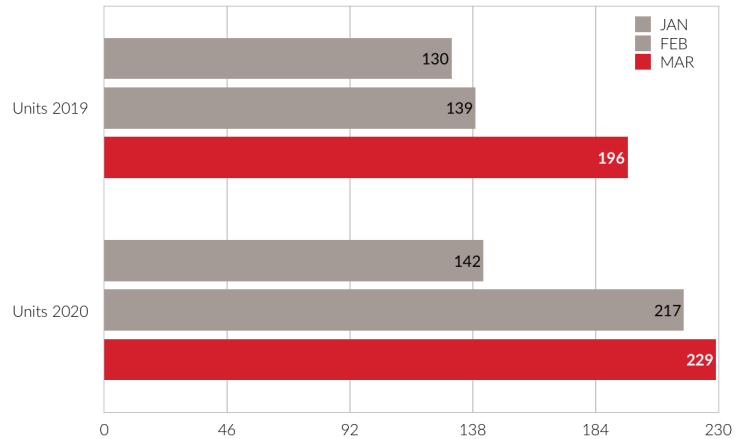




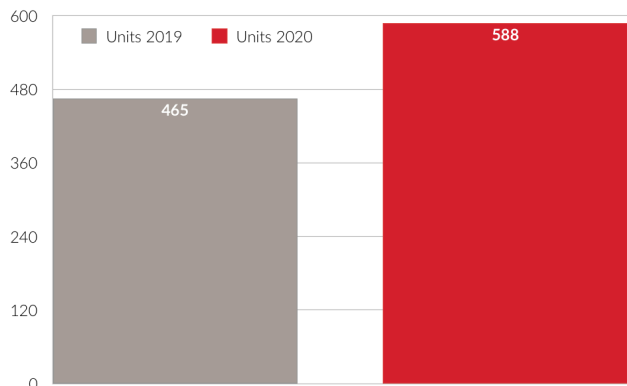
# UNIT SALES

## CITY OF GUELPH

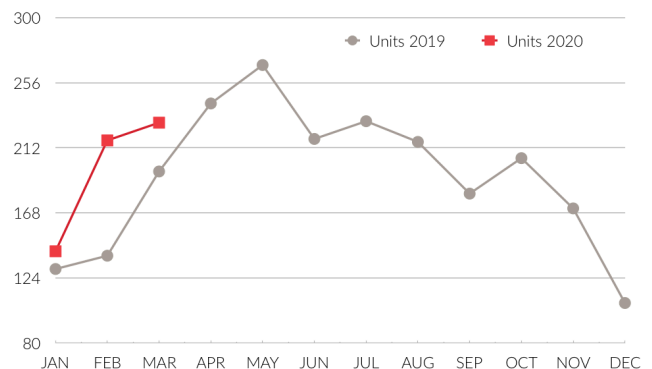
### Monthly Comparison 2019 vs. 2020



### Yearly Totals 2019 vs. 2020



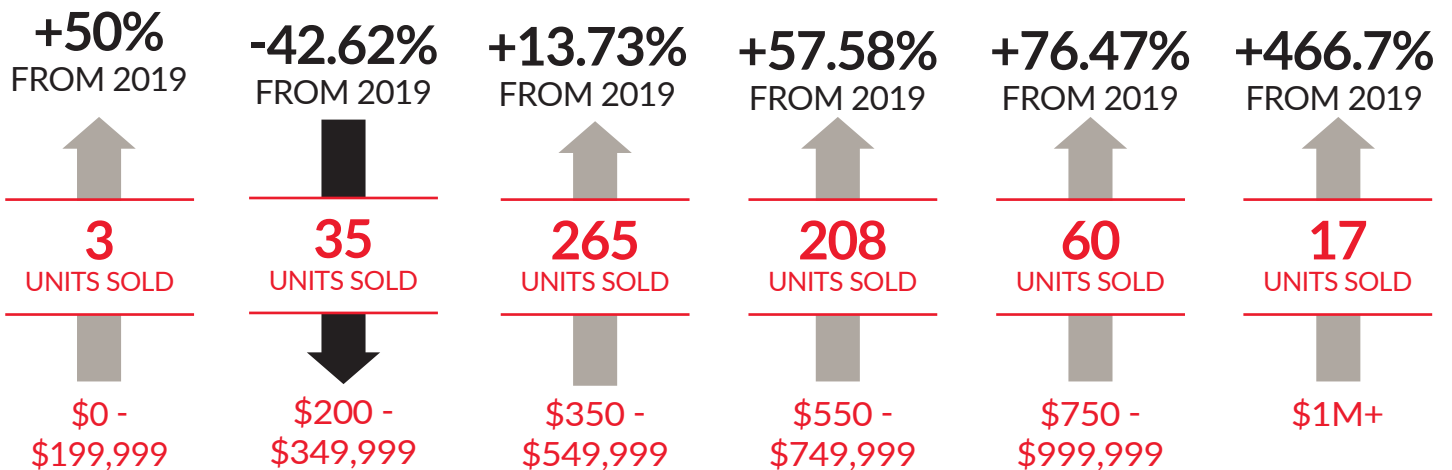
### Month vs. Month 2019 vs. 2020





# SALES BY PRICE BRACKET

## CITY OF GUELPH - YEAR TO DATE



# SALES BY TYPE

## CITY OF GUELPH

### FREEHOLD HOME SALES

+50.85%

YTD  
SALES VOLUME  
\$239,907,747

+33.33%

YTD  
UNIT SALES  
368

+13.14%

YTD AVERAGE  
SALE PRICE  
\$651,923

+46.25%

MARCH  
SALES VOLUME  
\$100,527,187

+28.81%

MARCH  
UNIT SALES  
152

### CONDOMINIUM HOME SALES

+29.81%

YTD  
SALES VOLUME  
\$91,730,304

+17.42%

YTD  
UNIT SALES  
209

+10.56%

YTD AVERAGE  
SALE PRICE  
\$438,901

+3.22%

MARCH  
SALES VOLUME  
\$30,591,271

-4.05%

MARCH  
UNIT SALES  
71

### VACANT LAND SALES

+47.73%

YTD  
SALES VOLUME  
\$650,000

NO CHANGE

YTD  
UNIT SALES  
1

+47.73%

YTD AVERAGE  
SALE PRICE  
\$650,000

NO CHANGE

MARCH  
SALES VOLUME  
0

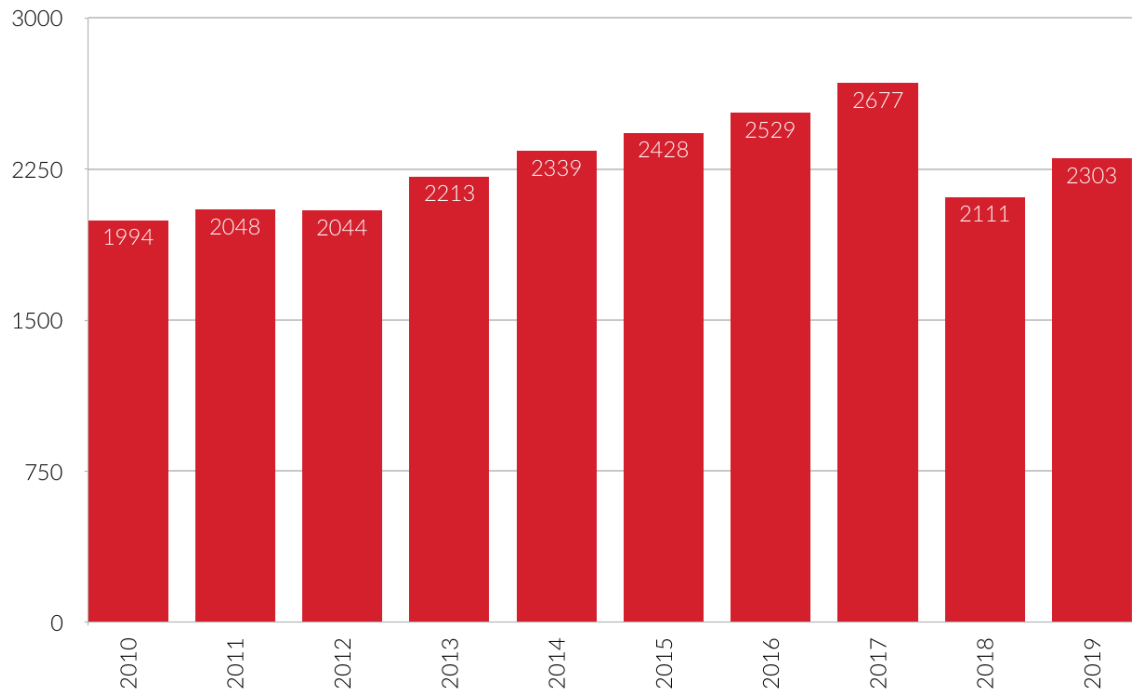
NO CHANGE

MARCH  
UNIT SALES  
0

Year over year comparison (March 2019 to March 2020)

# 10 YEAR MARKET ANALYSIS

## CITY OF GUELPH UNITS SOLD



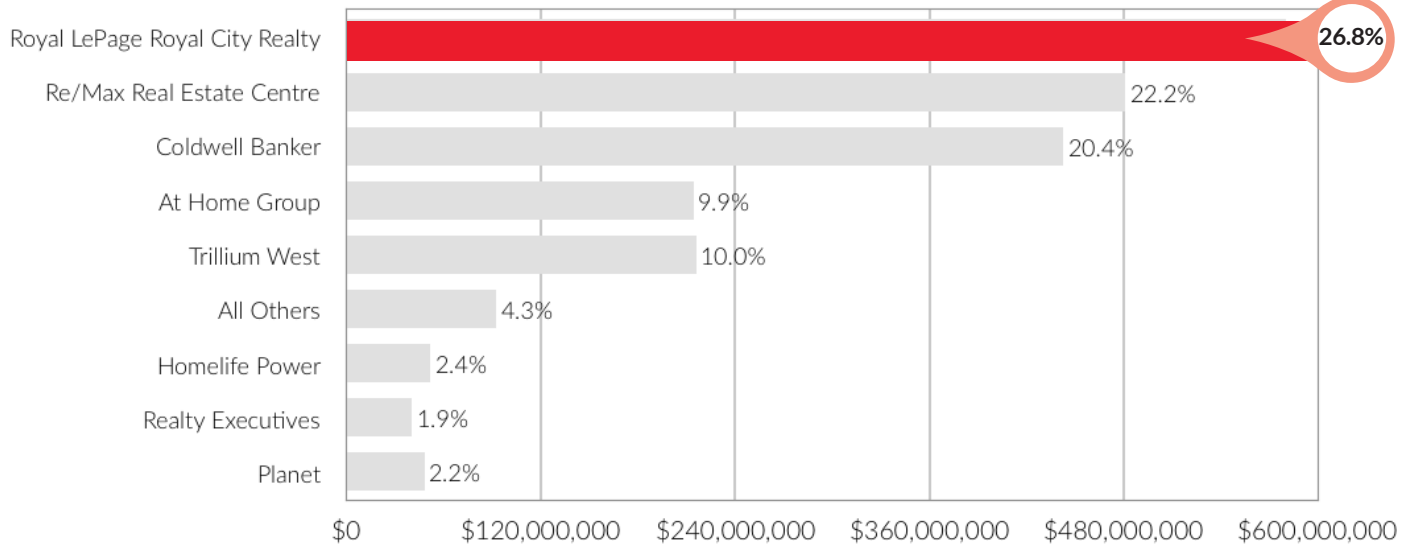


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

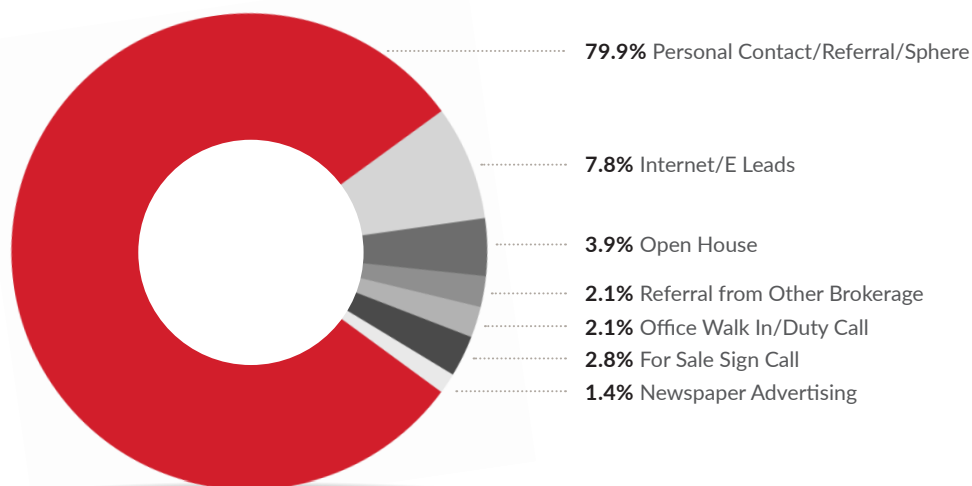
### MARKET SHARE BY \$VOLUME

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

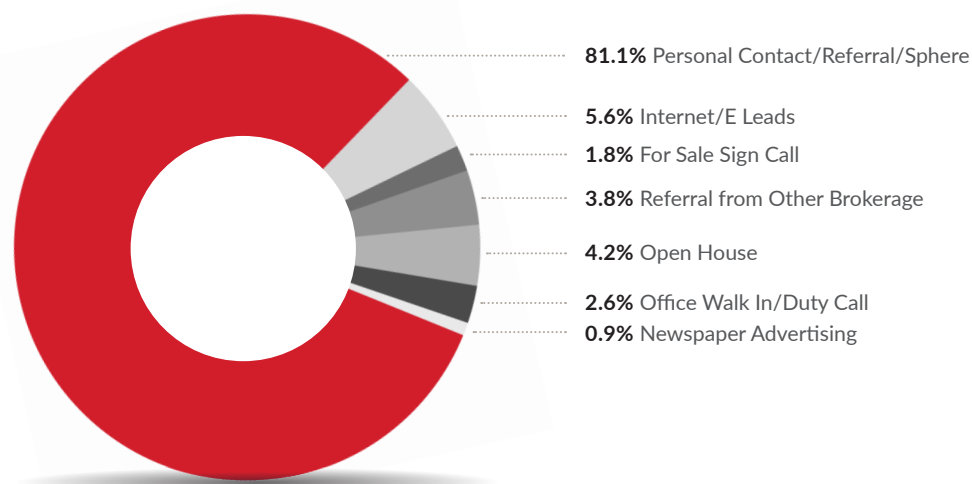


# SOURCE OF BUSINESS

## 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