

GUELPH/ERAMOSA REAL ESTATE MARKET REPORT

MARCH 2020

R-CITY | R-TEAM | R-NUMBERS



GUELPH/ERAMOSA OVERVIEW

SELLER'S MARKET

INVENTORY REMAINS LIMITED AS THIS SMALL SAMPLE SIZE CONTINUES TO SEE AN INCREASE IN SALES ACTIVITY.



YEAR-TO-DATE SALES VOLUME OF \$32,060,137

Up **31.79%** from 2019's \$24,326,300. Unit sales of **35** are up **29.63%** from 2019's **27**, with **57** new listings down **14.93%**, and a **61.4%** sales/listings ratio up **21.11%**.



MARCH SALES VOLUME OF \$13,087,526

Up **27.74%** from 2019's \$10,245,800. Unit sales of **14** are up **27.27%** from last March's **11**, with **18** new listings down **41.94%**, and a **77.78%** sales/listings ratio up **34.03%**.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$888,300

Down from **\$896,275** one year ago. Median sale price of **\$704,250** down from **\$835,000** one year ago. Average days-on-market of **68.67** is up **25.34** days from last year.



MARCH NUMBERS

MEDIAN SALE PRICE +9.83%

\$755,000

SALES VOLUME +27.74%

\$13,087,526

UNIT SALES +27.27%

14

NEW LISTINGS -41.94%

18

EXPIRED LISTINGS -66.67%

1

UNIT SALES/LISTINGS RATIO +34.03%

77.78%

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:
Guelph-Eramosa MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

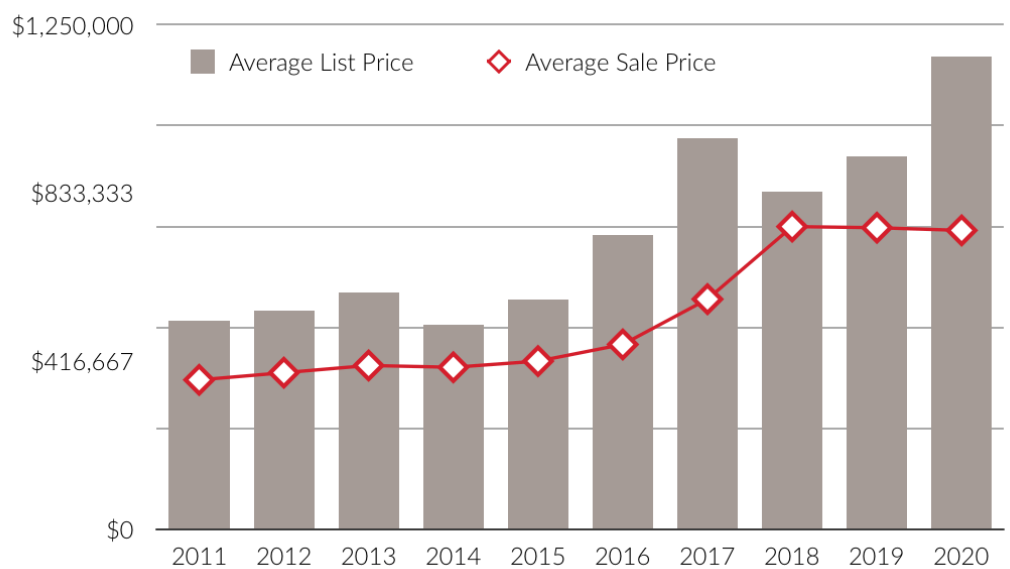
Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$25,214,100	\$24,326,300	\$32,060,137	+31.79%
YTD Unit Sales	26	27	35	+29.63%
YTD New Listings	73	67	57	-14.93%
YTD Sales/Listings Ratio	35.62%	40.3%	61.4%	+21.11%
YTD Expired Listings	4	12	9	-25%
March Volume Sales	\$16,473,500	\$10,245,800	\$13,087,526	+27.74%
March Unit Sales	15	11	14	+27.27%
March New Listings	32	31	18	-41.94%
March Sales/Listings Ratio	30.43%	43.75%	77.78%	+34.03%
March Expired Listings	1	3	1	-66.67%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	2	0	0	No Change
YTD Sales: Under \$350K-\$549K	7	3	5	+66.67%
YTD Sales: Under \$550K-\$749K	6	11	11	No Change
YTD Sales: Under \$750K-\$999K	5	7	9	+28.57%
YTD Sales: \$1M+	6	6	10	+66.67%
YTD Average Days-On-Market	55	43.33	68.67	+58.46%
YTD Average Sale Price	\$899,679	\$896,275	\$888,300	-0.89%
YTD Median Sale Price	\$625,000	\$835,000	\$704,250	-15.66%

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

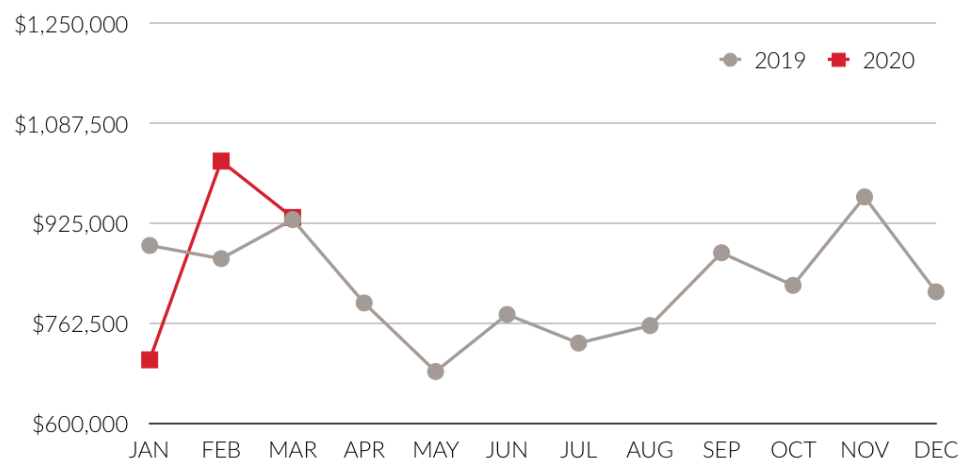
AVERAGE SALE PRICE

GUELPH ERAMOSA

YEAR OVER YEAR



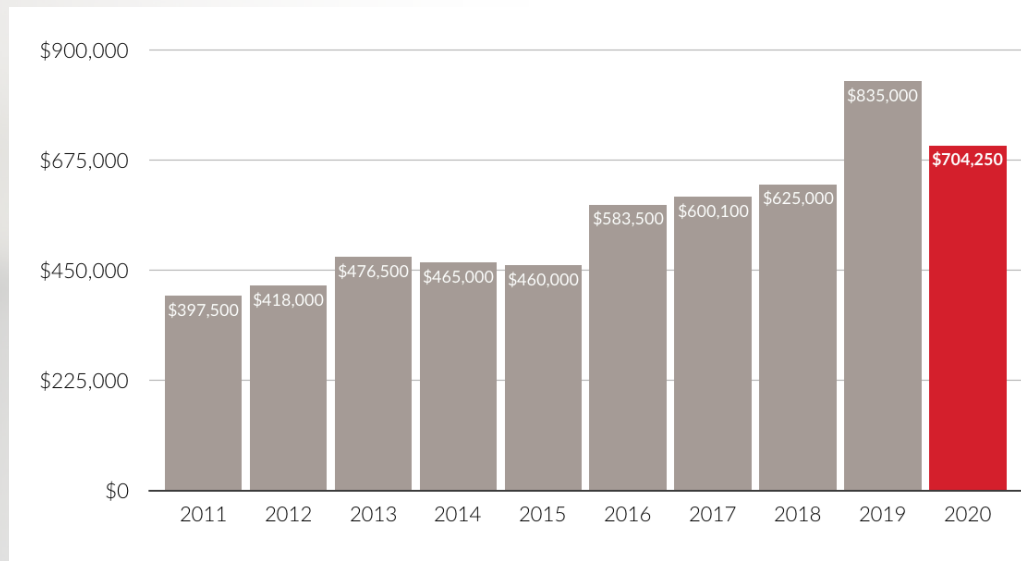
MONTH OVER MONTH 2019 VS. 2020



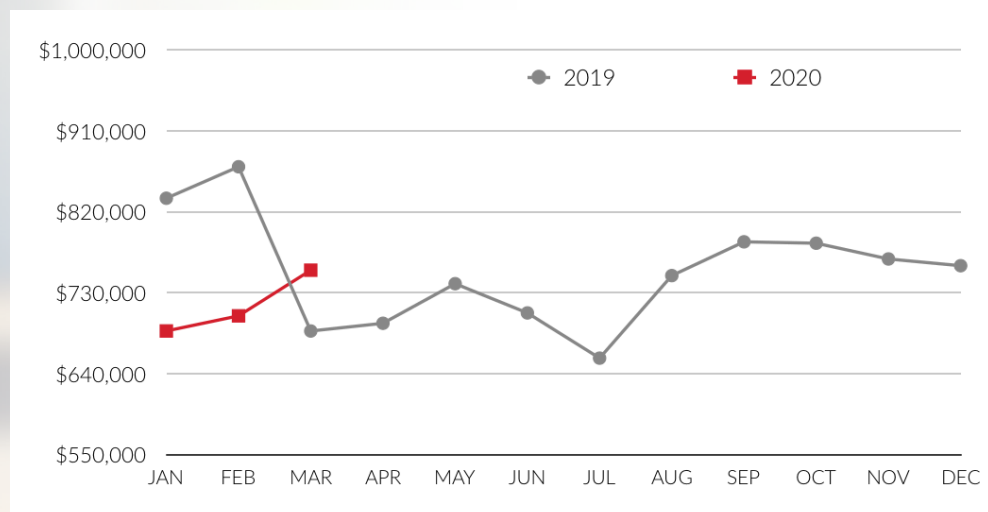
MEDIAN SALE PRICE

GUELPH ERAMOS

YEAR OVER YEAR



MONTH OVER MONTH 2019 VS. 2020

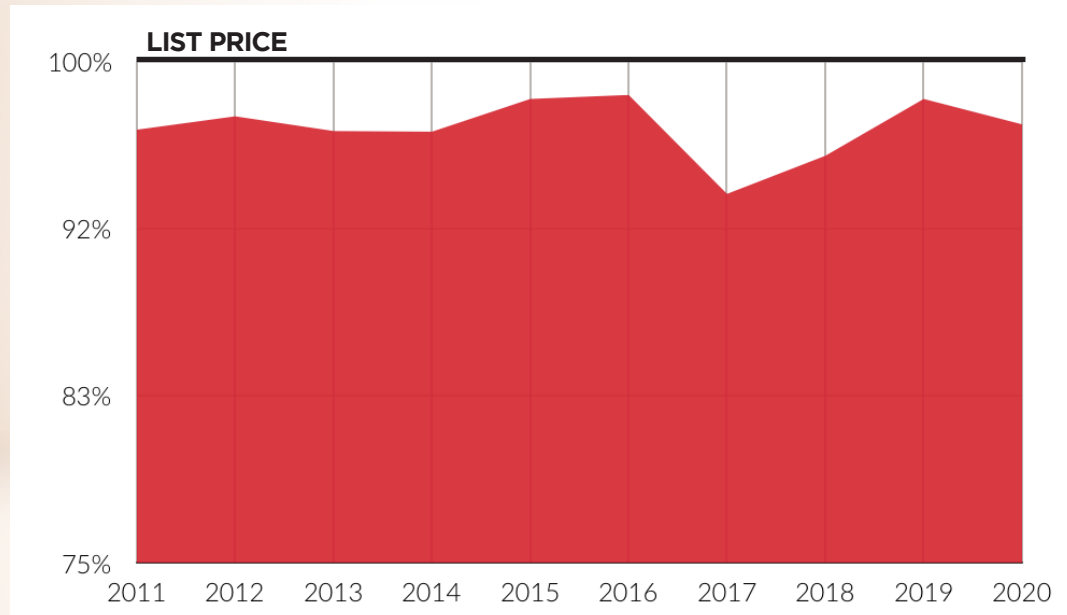


* Median sale price is based on residential sales (including freehold and condominiums).

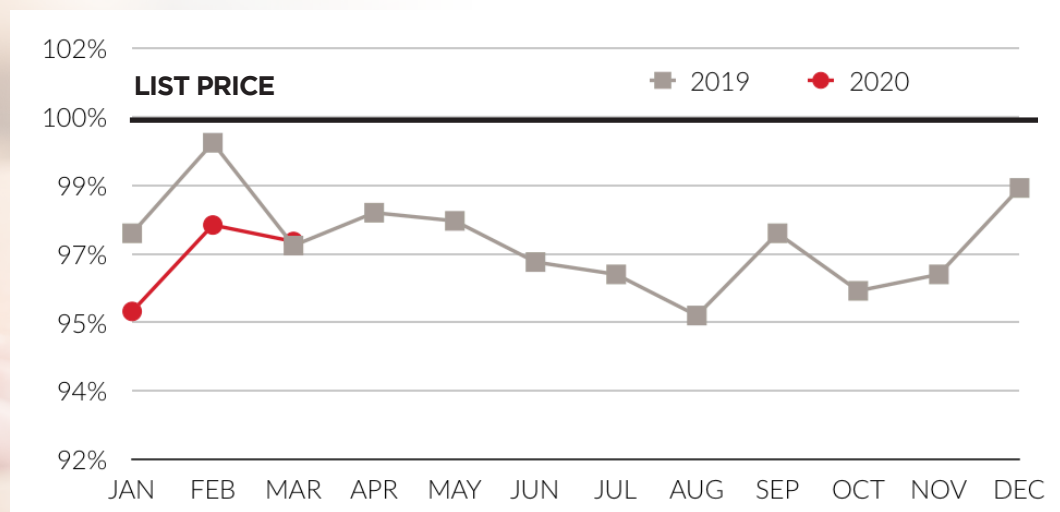
SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

YEAR OVER YEAR



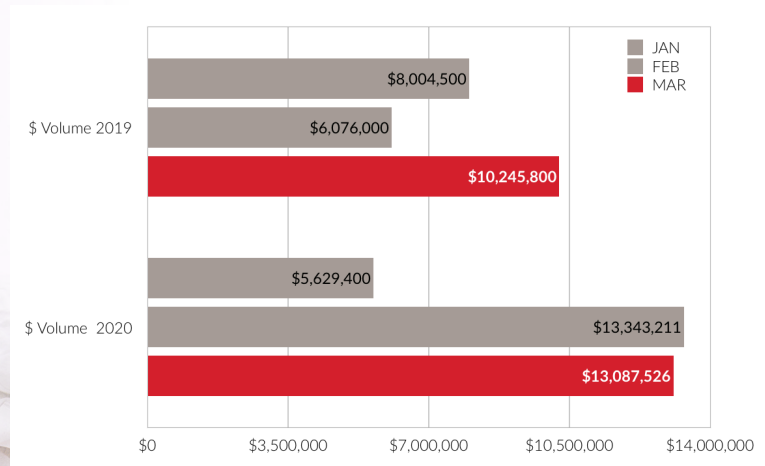
MONTH OVER MONTH 2019 VS. 2020



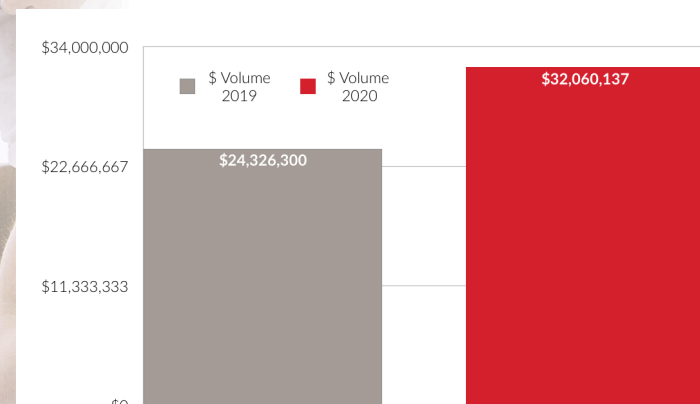
\$ VOLUME SALES

GUELPH ERAMOSA

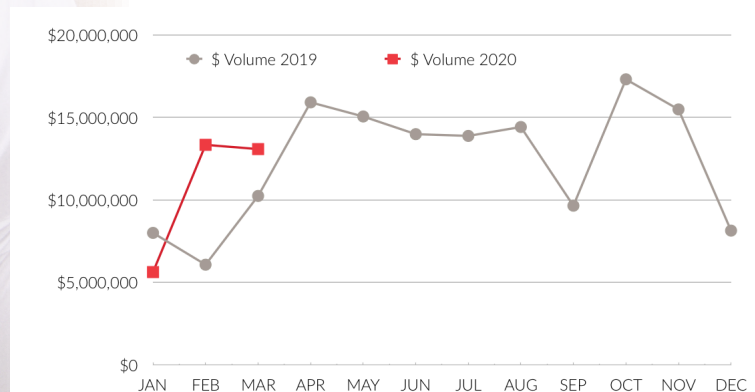
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

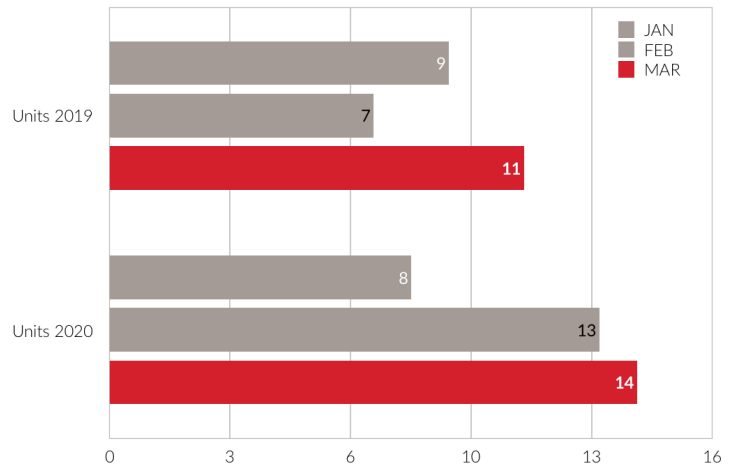




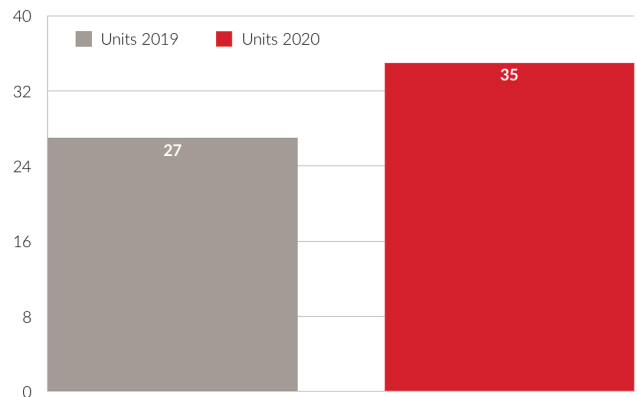
UNIT SALES

GUELPH ERAMOSA

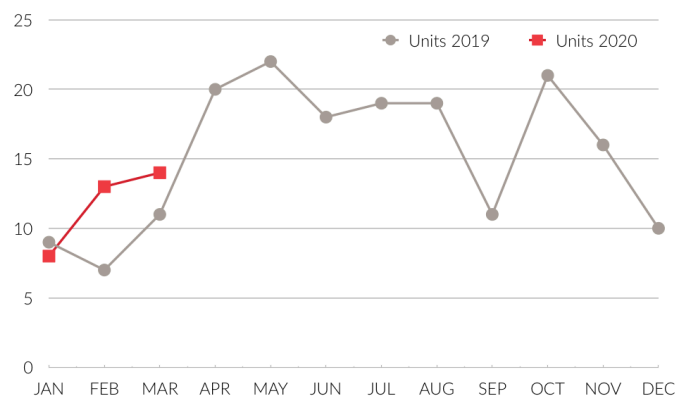
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020

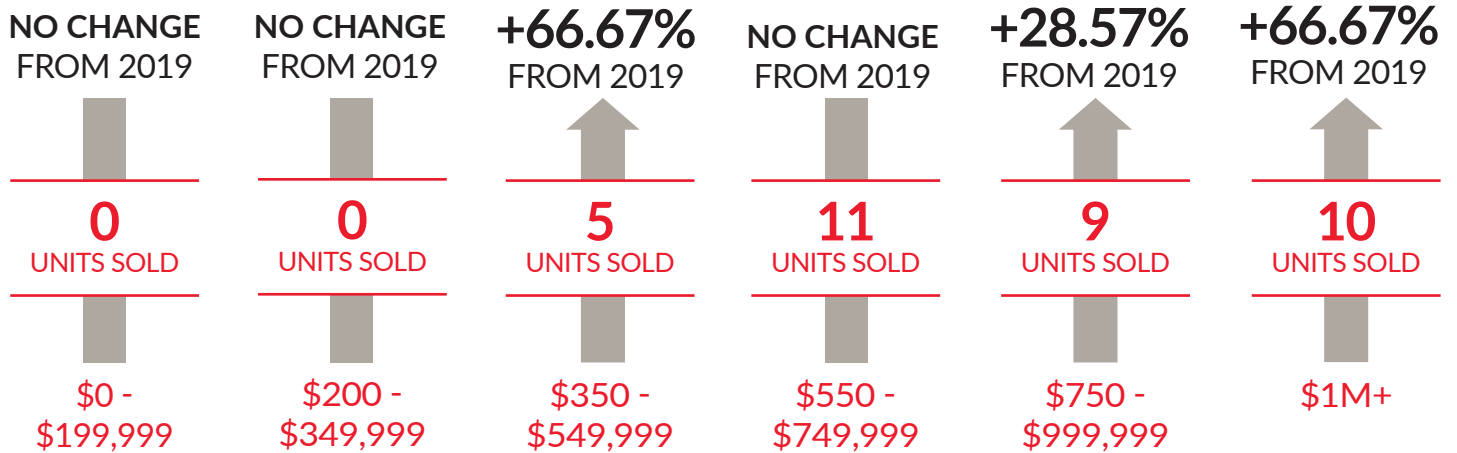


Month vs. Month 2019 vs. 2020



SALES BY PRICE BRACKET

GUELPH ERAMOSA



SALES BY TYPE

GUELPH ERAMOSA - YEAR TO DATE

FREEHOLD HOME SALES

+31.14%

+19.05%

+10.16%

+30.13%

+22.22%

YTD
SALES VOLUME
\$23,569,137

YTD
UNIT SALES
25

YTD AVERAGE
SALE PRICE
\$942,765

MARCH
SALES VOLUME
\$9,963,526

MARCH
UNIT SALES
11

CONDOMINIUM HOME SALES

+349.42%

+200%

+49.81%

+235.76%

+100%

YTD
SALES VOLUME
\$3,656,000

YTD
UNIT SALES
6

YTD AVERAGE
SALE PRICE
\$609,333

MARCH
SALES VOLUME
\$1,474,000

MARCH
UNIT SALES
2

VACANT LAND SALES

+323.08%

NO CHANGE

+323.08%

UP FROM 0

UP FROM 0

YTD
SALES VOLUME
\$1,650,000

YTD
UNIT SALES
1

YTD AVERAGE
SALE PRICE
\$1,650,000

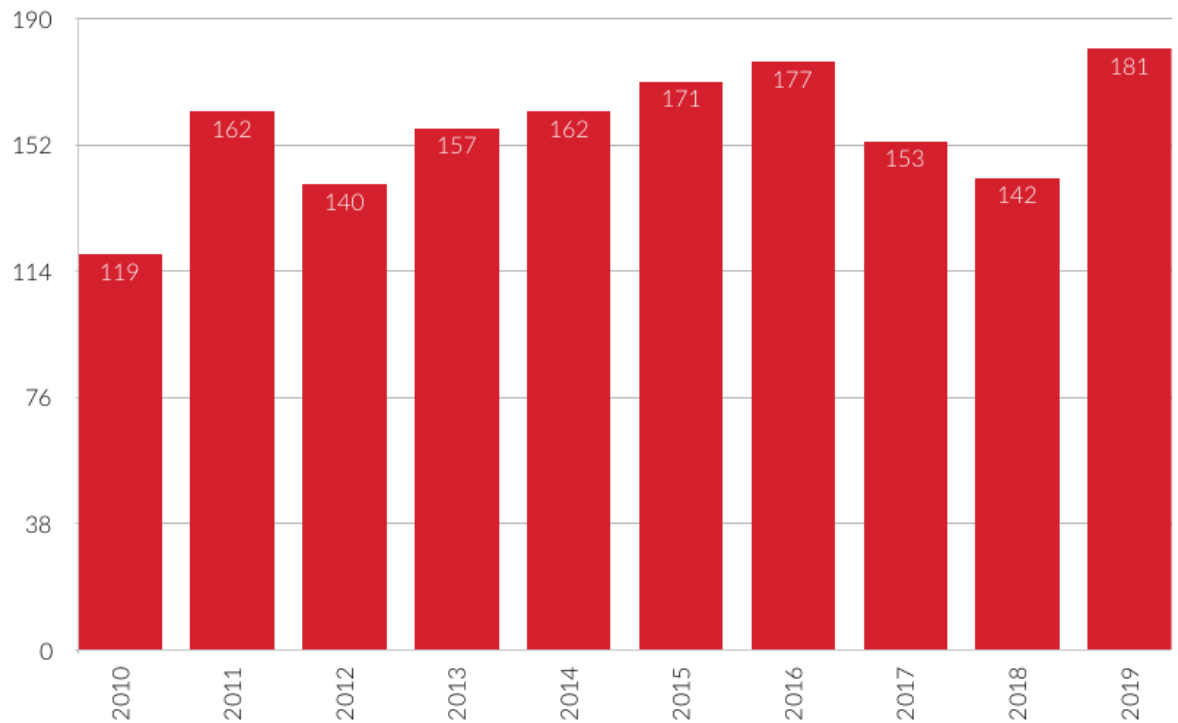
MARCH
SALES VOLUME
\$1,650,000

MARCH
UNIT SALES
1

Year over year comparison (March 2019 to March 2020)

10 YEAR MARKET ANALYSIS

GUELPH ERAMOSA - UNITS SOLD

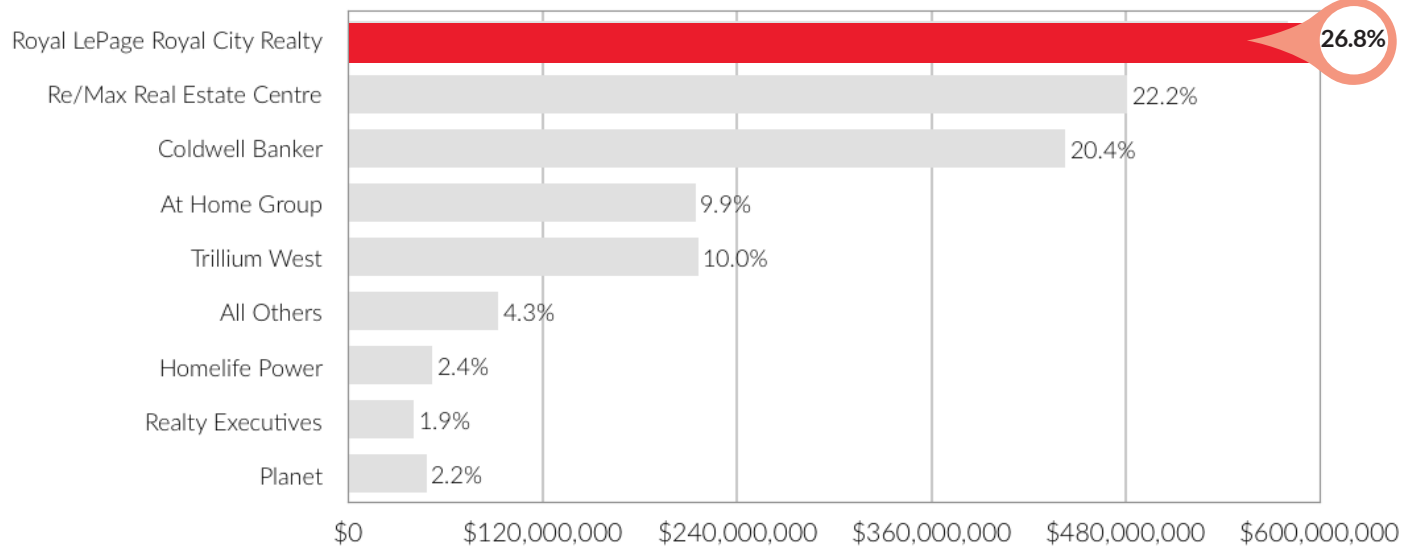


MARKET DOMINANCE

WELLINGTON COUNTY'S #1 BROKERAGE!

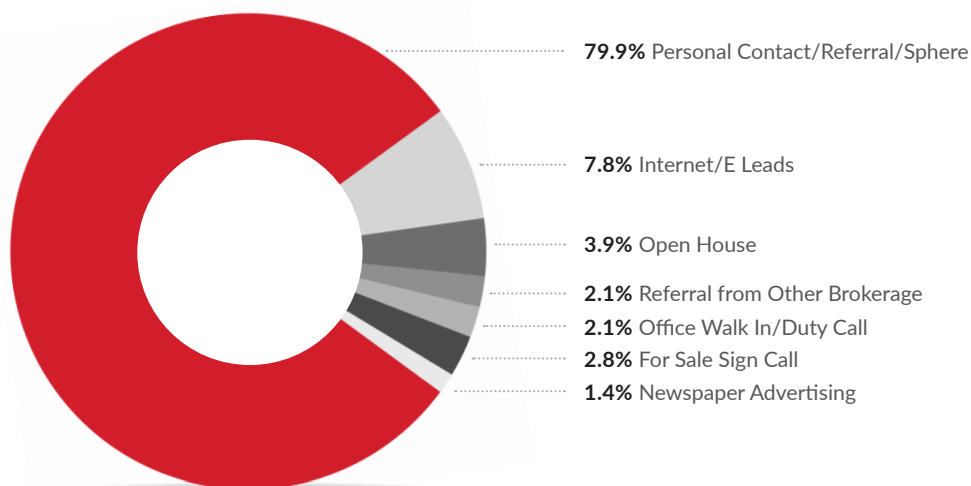
MARKET SHARE BY \$VOLUME

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

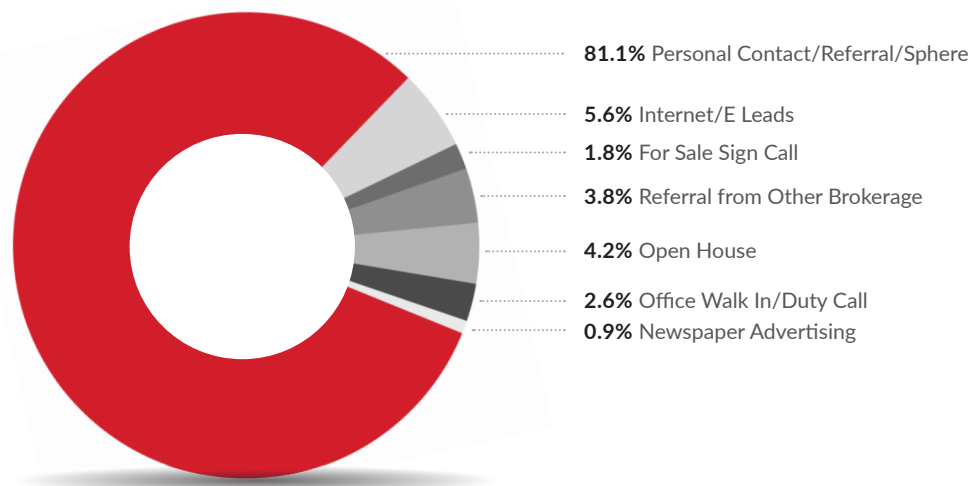


SOURCE OF BUSINESS

SOURCE OF BUYERS 2019 HOW WE'LL FIND YOUR BUYER



SOURCE OF LISTINGS 2019 WHERE OUR LISTINGS COME FROM



OUR LOCATIONS

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