

# CITY OF GUELPH REAL ESTATE MARKET REPORT APRIL 2020

R-CITY | R-TEAM | R-NUMBERS



## CITY OF GUELPH OVERVIEW

# BALANCED MARKET

THE EFFECTS OF COVID-19 BECAME APPARENT THIS MONTH AS LISTING AND SALES ACTIVITY DECREASED BY MORE THAN HALF. HOWEVER, SALE PRICES CONTINUED TO INCREASE AND LISTINGS STILL ONLY STAYED ON THE MARKET LESS THAN A MONTH.



### YEAR-TO-DATE SALES VOLUME OF \$390,787,951

Up 5.91% from 2019's \$368,971,046. Unit sales of 664 are down 6.08% from 2019's 707, with 945 new listings down 15.78%, and a 70.26% sales/listings ratio up 7.25%.



### APRIL SALES VOLUME OF \$47,003,000

Down 63.87% from 2019's \$130,091,010. Unit sales of 76 are down 68.6% from last April's 242, with 161 new listings down 56.49%, and a 47.2% sales/listing ratio down 18.2%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$589,925

Up from \$518,030 one year ago. Median sale price of \$555,288 up from \$490,875 one year ago. Average days-on-market of 20 is down 6.25 days from last year.



## APRIL NUMBERS

MEDIAN SALE PRICE +6.61%

**\$541,575**

SALES VOLUME -63.87%

**\$47,003,000**

UNIT SALES -68.6%

**76**

NEW LISTINGS -56.49%

**161**

EXPIRED LISTINGS -32.14%

**19**

UNIT SALES/LISTINGS RATIO -18.2%

**47.2%**

Year over year comparison  
(April 2019 to April 2020)

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



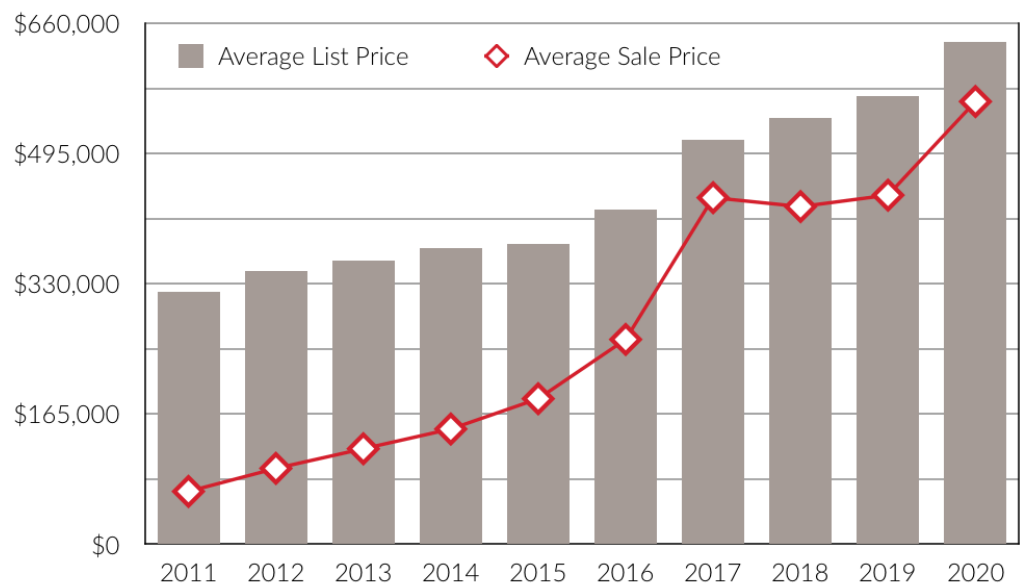
Table 1:  
City of Guelph MLS Sales and Listing Summary  
2018 vs. 2019 vs. 2020

Year Over Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Sales Volume	\$345,026,195	\$368,971,046	\$390,787,951	+5.91%
YTD Unit Sales	683	707	664	-6.08%
YTD New Listings	1,062	1,122	945	-15.78%
YTD Sales/Listings Ratio	64.31%	63.01%	70.26%	+7.25%
YTD Expired Listings	66	84	51	-39.29%
April Sales Volume	\$114,266,288	\$130,091,010	\$47,003,000	-63.87%
April Unit Sales	224	242	76	-68.6%
April New Listings	317	370	161	-56.49%
April Sales/Listings Ratio	70.66%	65.41%	47.2%	-18.2%
April Expired Listings	16	28	19	-32.14%
YTD Sales: \$0-\$199K	4	4	3	-25%
YTD Sales: \$200K-\$349K	118	89	39	-56.18%
YTD Sales: \$350K-\$549K	377	350	294	-16%
YTD Sales: \$550K-\$749K	131	201	243	+20.9%
YTD Sales: \$750K-\$999K	39	54	66	+22.22%
YTD Sales: \$1M+	13	9	19	+111.1%
YTD Average Days-On-Market	23	26.25	20	-23.81%
YTD Average Sale Price	\$509,248	\$518,030	\$589,925	+13.88%
YTD Median Sale Price	\$468,250	\$490,875	\$555,288	+13.12%

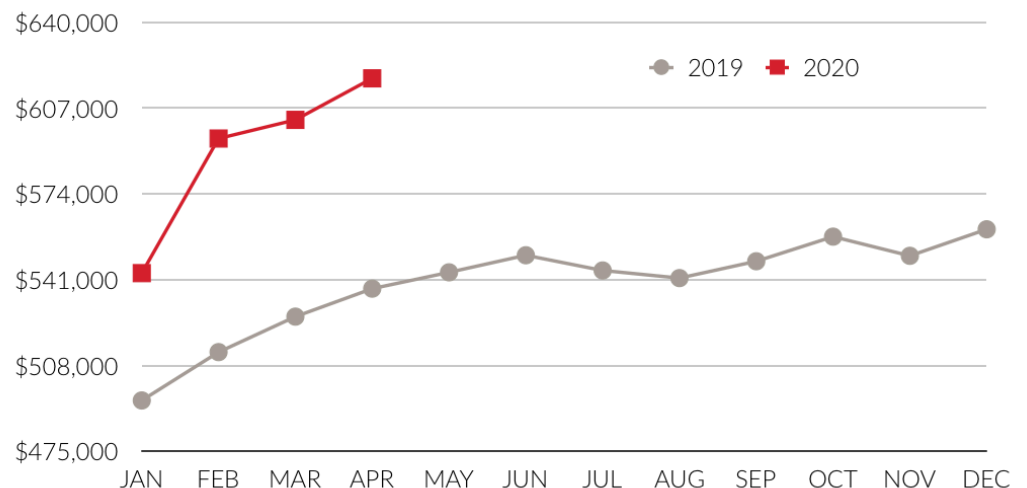
# AVERAGE SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

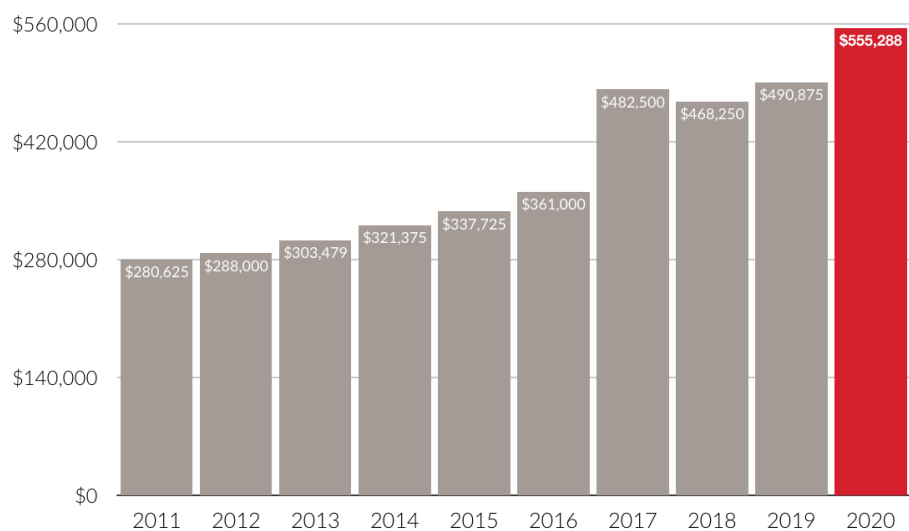




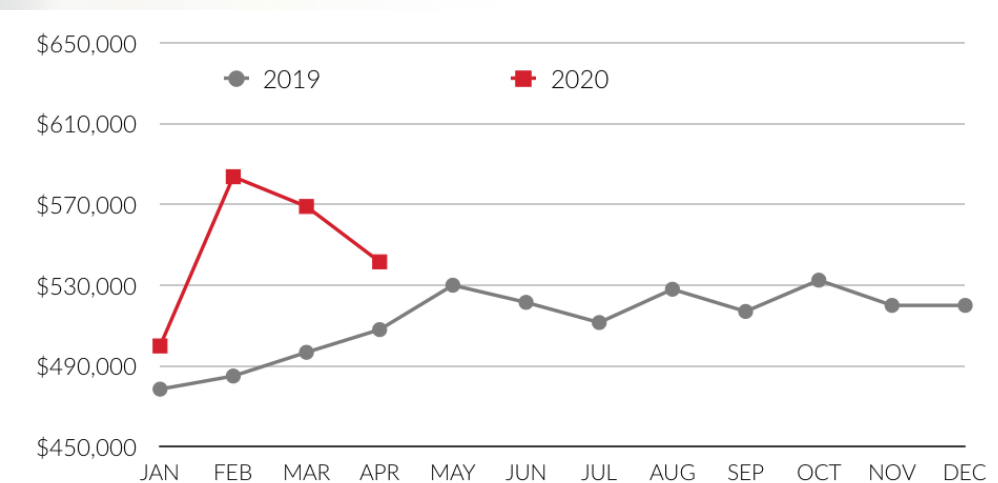
# MEDIAN SALE PRICE

## CITY OF GUELPH

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

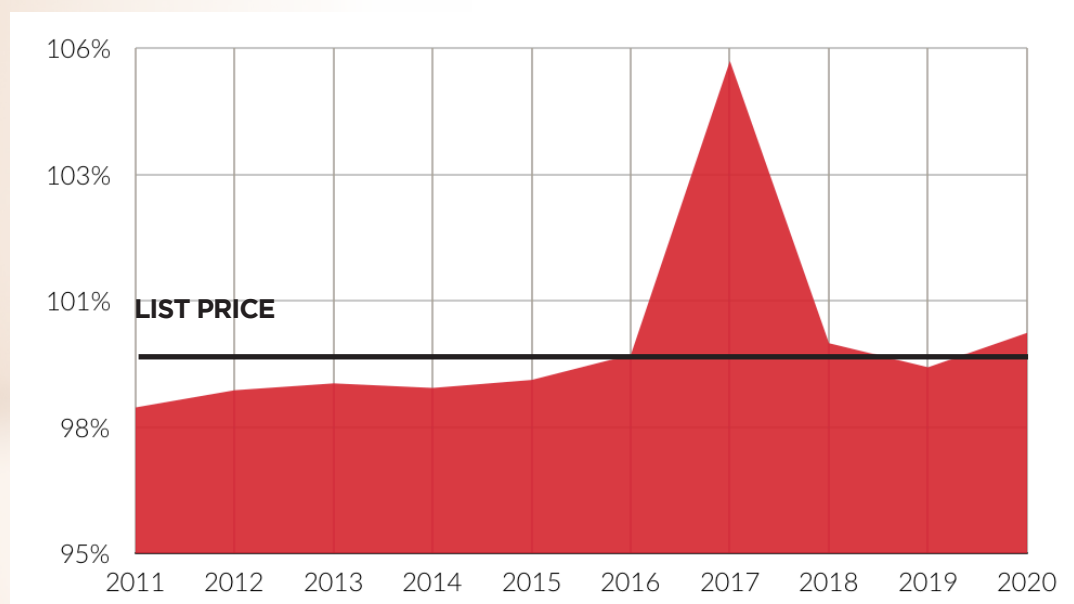


\* Median sale price is based on residential sales (including freehold and condominiums).

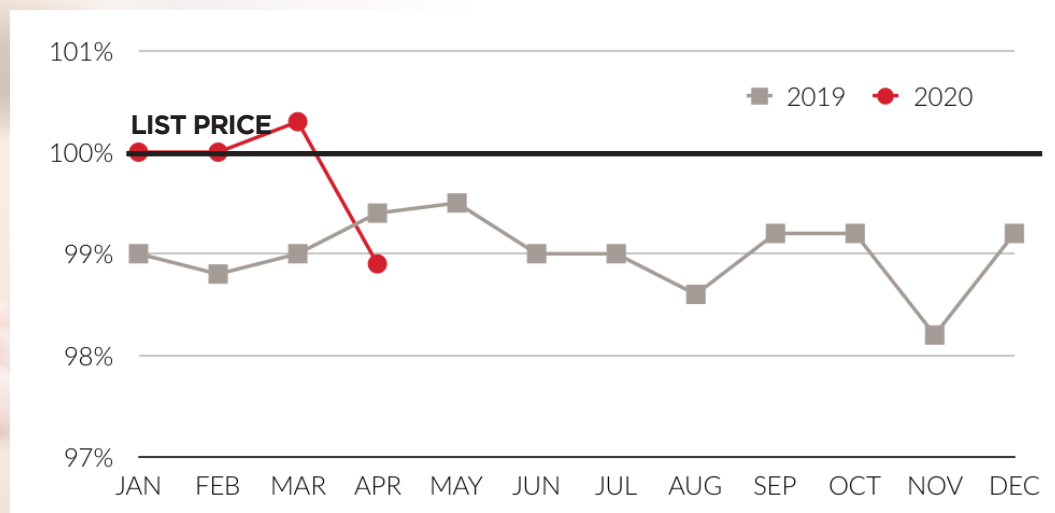
# SALE PRICE vs. LIST PRICE RATIO

## CITY OF GUELPH

### YEAR OVER YEAR



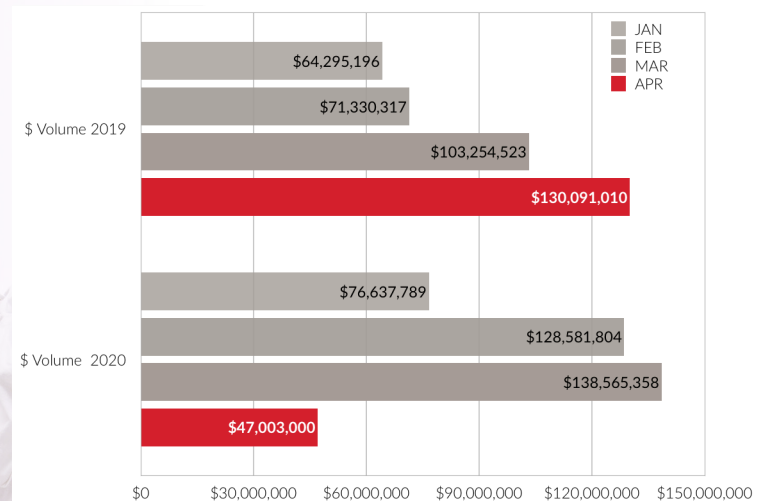
### MONTH OVER MONTH 2019 VS. 2020



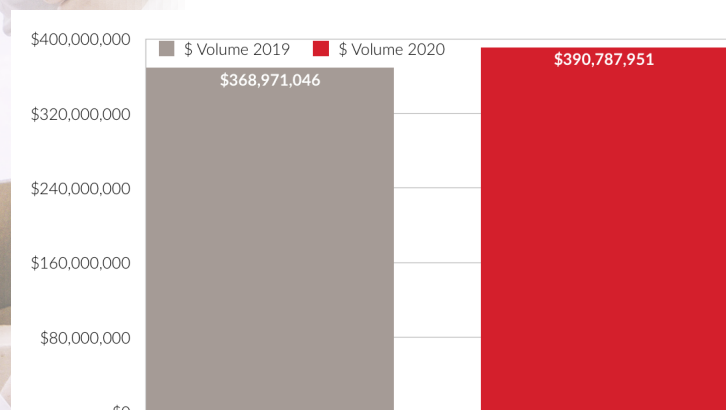
# \$ VOLUME SALES

## CITY OF GUELPH

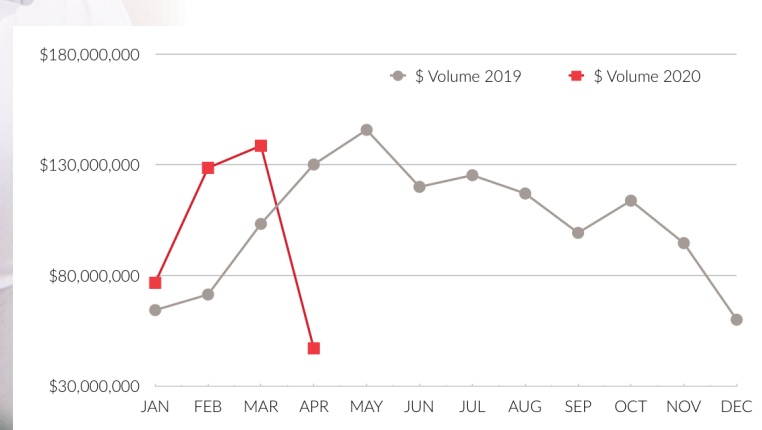
Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020



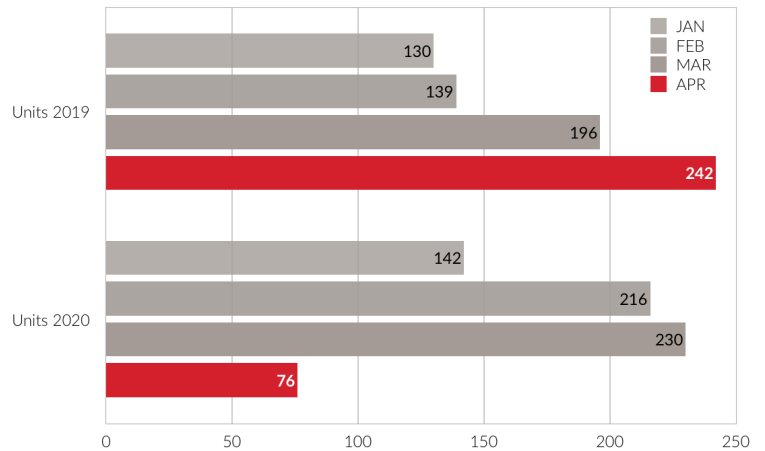




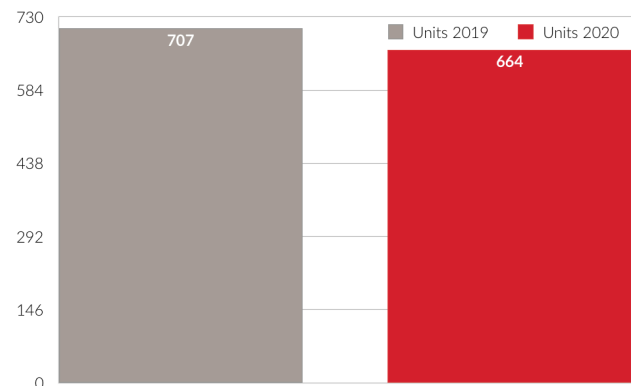
# UNIT SALES

## CITY OF GUELPH

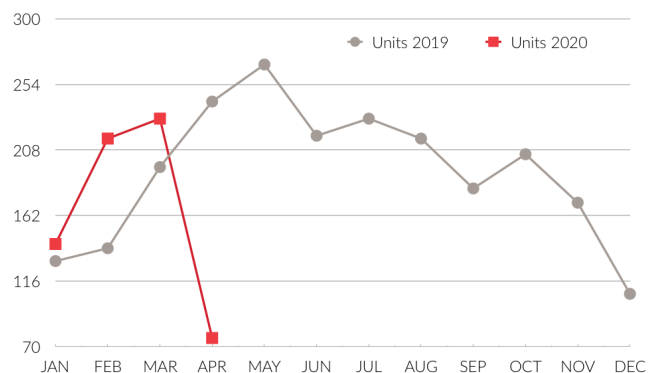
### Monthly Comparison 2019 vs. 2020



### Yearly Totals 2019 vs. 2020



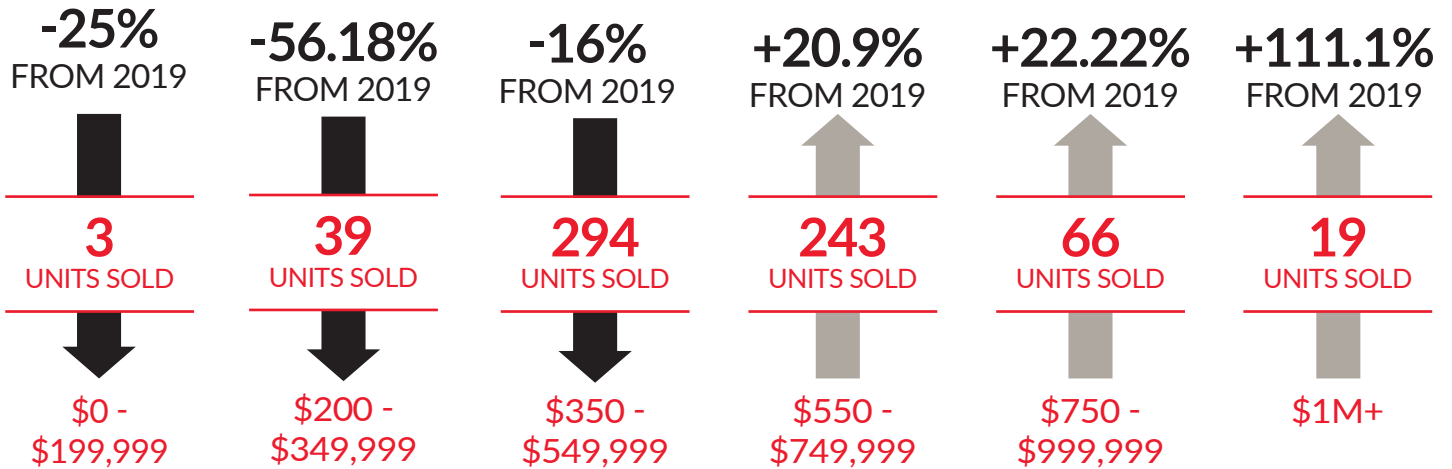
### Month vs. Month 2019 vs. 2020





# SALES BY PRICE BRACKET

## CITY OF GUELPH - YEAR TO DATE



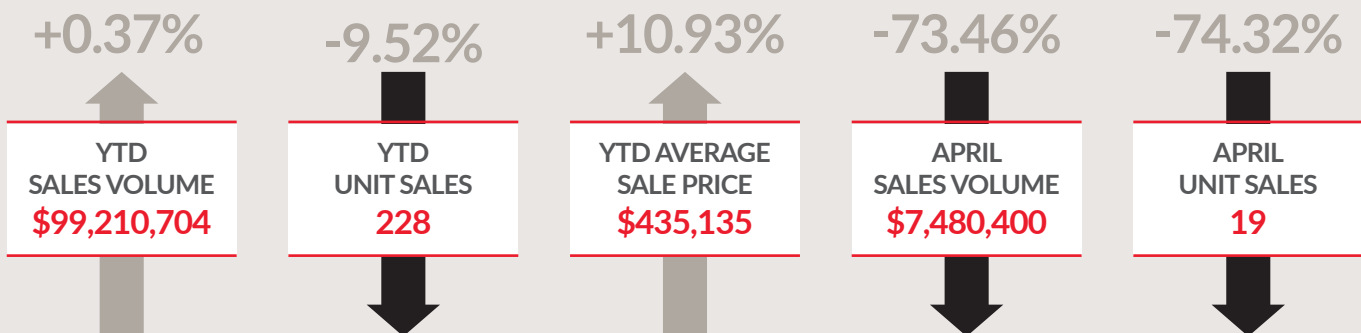
# SALES BY TYPE

## CITY OF GUELPH

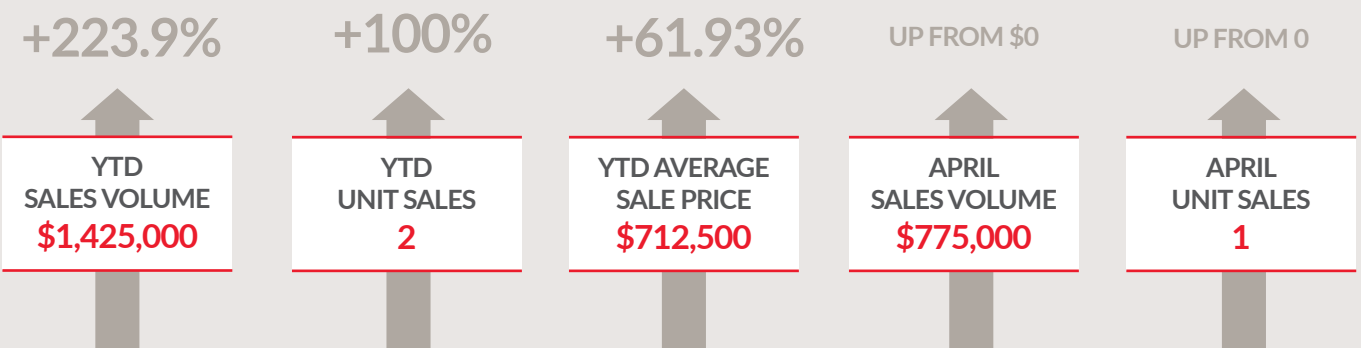
### FREEHOLD HOME SALES



### CONDOMINIUM HOME SALES



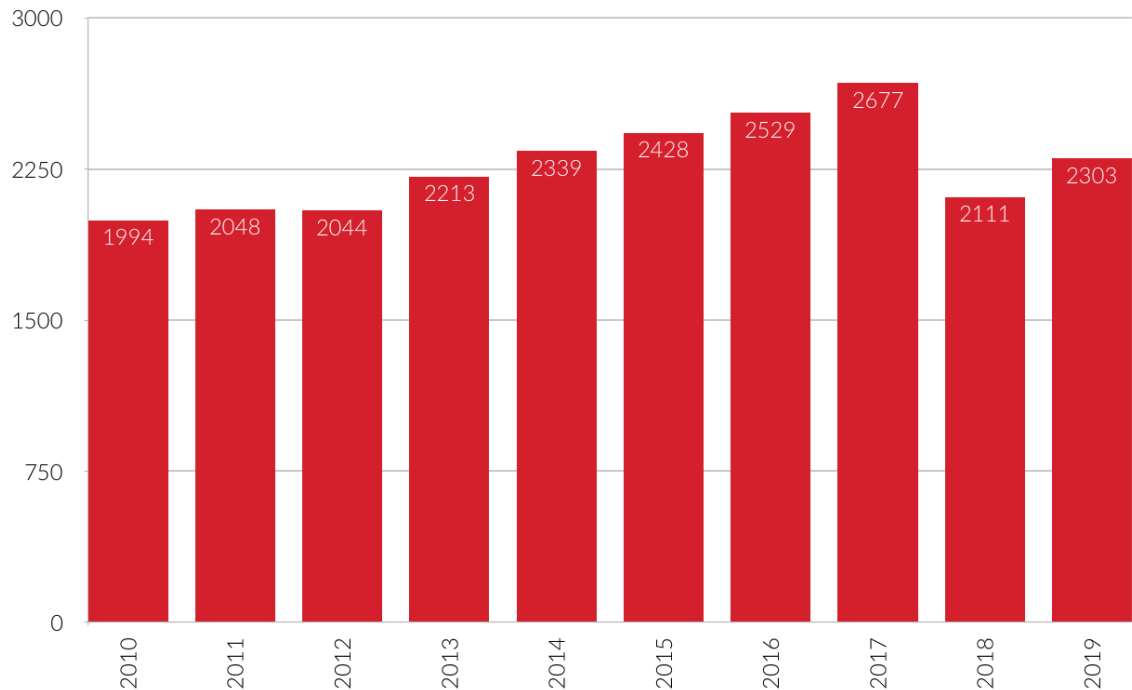
### VACANT LAND SALES



Year over year comparison (April 2019 to April 2020)

# 10 YEAR MARKET ANALYSIS

## CITY OF GUELPH UNITS SOLD



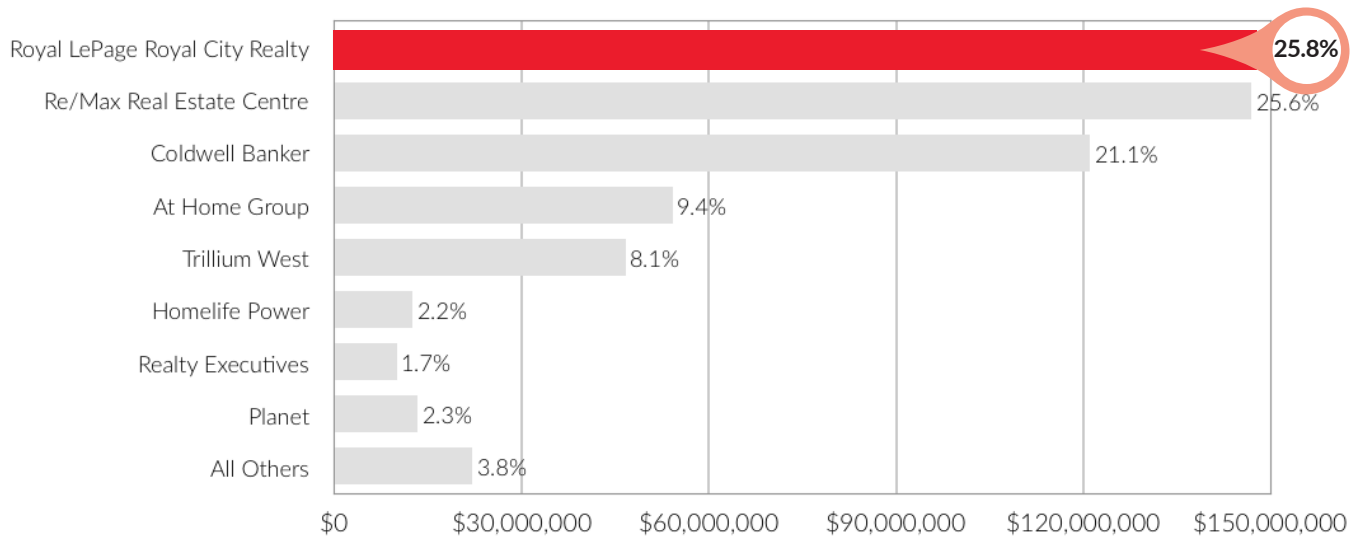


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

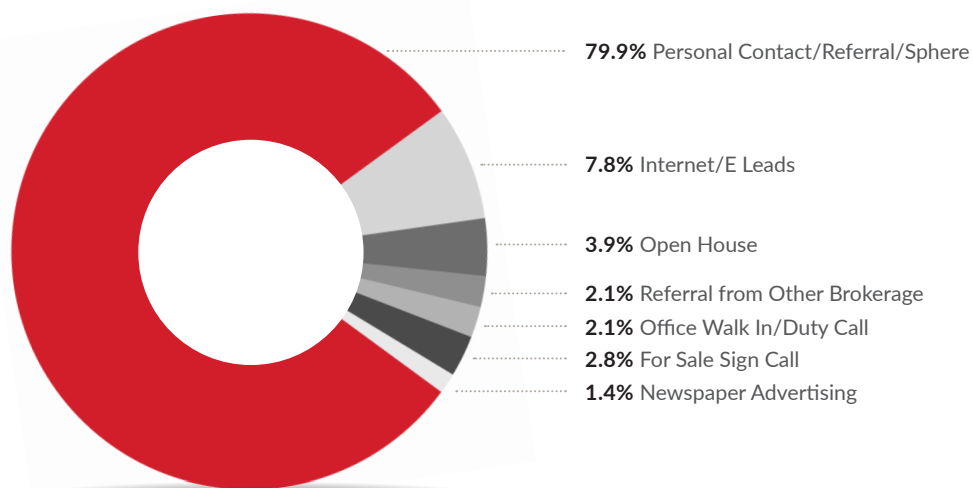
### MARKET SHARE BY \$VOLUME

Listing Selling Ends Combined for GUELPH BASED COMPANIES  
January - April 2020

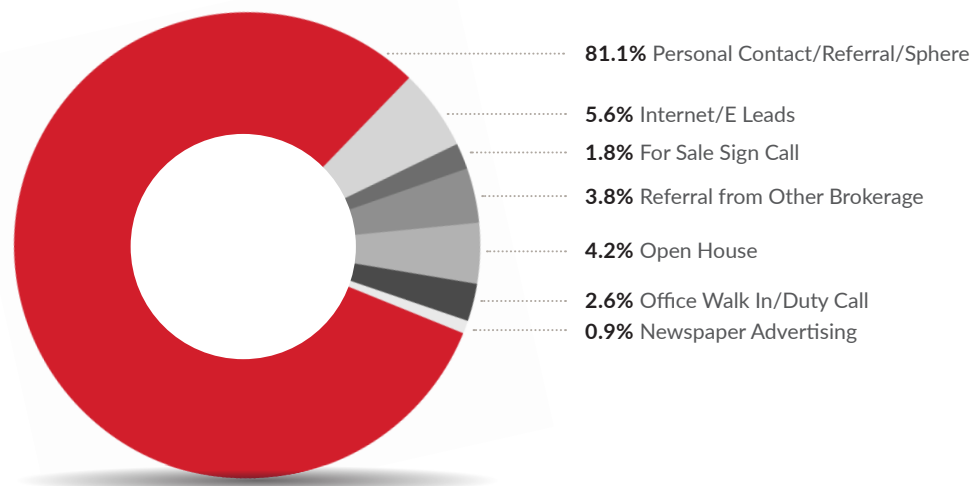


# SOURCE OF BUSINESS

## 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