

# GUELPH/ERAMOSHA REAL ESTATE MARKET REPORT APRIL 2020

R-CITY | R-TEAM | R-NUMBERS





## GUELPH/ERAMOSA OVERVIEW

### BUYER'S MARKET

ALTHOUGH SLIGHT VARIATIONS CAN HAVE A BIG IMPACT ON THE NUMBERS IN THIS SMALL SAMPLE SIZE, THE EFFECTS OF COVID-19 ARE EVIDENT AS LISTING AND SALES ACTIVITY DECREASED DRAMATICALLY.



#### YEAR-TO-DATE SALES VOLUME OF \$34,613,137

Down 14% from 2019's \$40,247,800. Unit sales of 39 are down 17.02% from 2019's 47, with 70 new listings down 32.69%, and a 55.71% sales/listings ratio up 10.52%.



#### APRIL SALES VOLUME OF \$2,553,000

Down 83.97% from 2019's \$15,921,500. Unit sales of 4 are down 80% from last April's 20, with 11 new listings down 70.27%, and a 36.36% sales/listing ratio down 17.69%.



#### YEAR-TO-DATE AVERAGE SALE PRICE OF \$825,787

Down from \$871,225 one year ago. Median sale price of \$719,625 down from \$765,500 one year ago. Average days-on-market of 57.25 is up 7.75 days from last year.



## APRIL NUMBERS

MEDIAN SALE PRICE +5.6%

**\$735,000**

SALES VOLUME -83.97%

**\$2,553,000**

UNIT SALES -80%

**4**

NEW LISTINGS -70.27%

**11**

EXPIRED LISTINGS -20%

**4**

UNIT SALES/LISTINGS RATIO -17.69%

**36.36%**

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

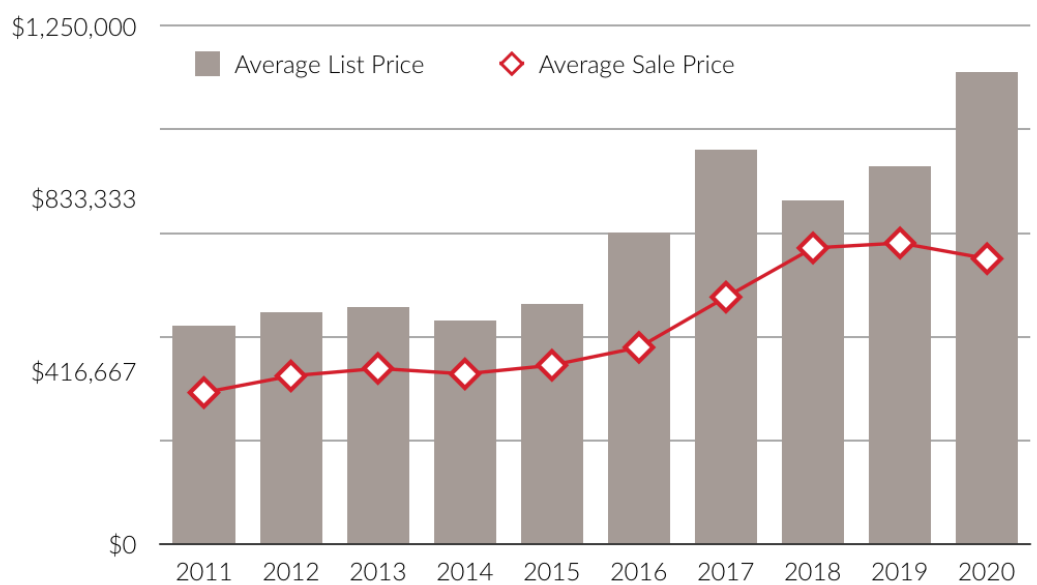
Year-Over-Year	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$36,139,388	\$40,247,800	\$34,613,137	-14%
YTD Unit Sales	41	47	39	-17.02%
YTD New Listings	103	104	70	-32.69%
YTD Sales/Listings Ratio	39.81%	45.19%	55.71%	+10.52%
YTD Expired Listings	7	17	13	-23.53%
April Volume Sales	\$10,925,288	\$15,921,500	\$2,553,000	-83.97%
April Unit Sales	15	20	4	-80%
April New Listings	30	37	11	-70.27%
April Sales/Listings Ratio	50%	54.05%	36.36%	-17.69%
April Expired Listings	3	5	4	-20%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	3	1	0	Down from 1
YTD Sales: Under \$350K-\$549K	8	5	6	+20%
YTD Sales: Under \$550K-\$749K	12	20	13	-35%
YTD Sales: Under \$750K-\$999K	10	10	10	No Change
YTD Sales: \$1M+	8	11	10	-9.09%
YTD Average Days-On-Market	48	49.5	57.25	+15.66%
YTD Average Sale Price	\$856,848	\$871,225	\$825,787	-5.22%
YTD Median Sale Price	\$694,375	\$765,500	\$719,625	-5.99%

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

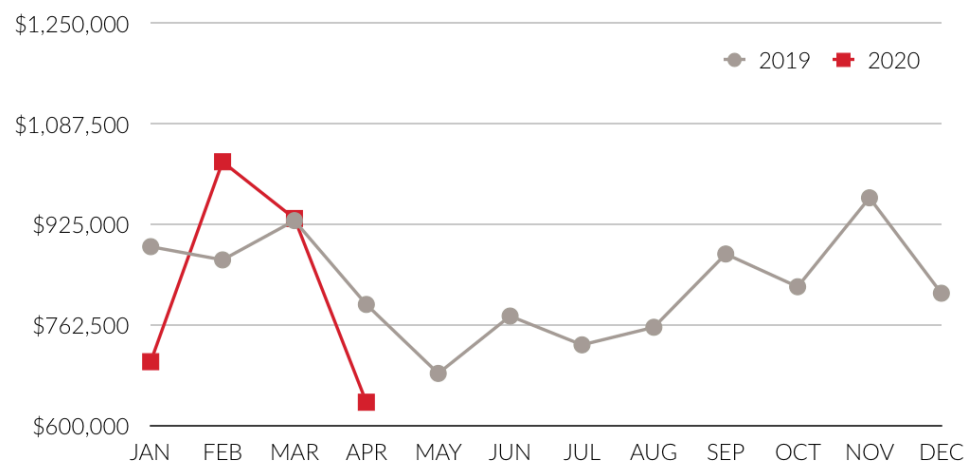
# AVERAGE SALE PRICE

## GUELPH ERAMOSA

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

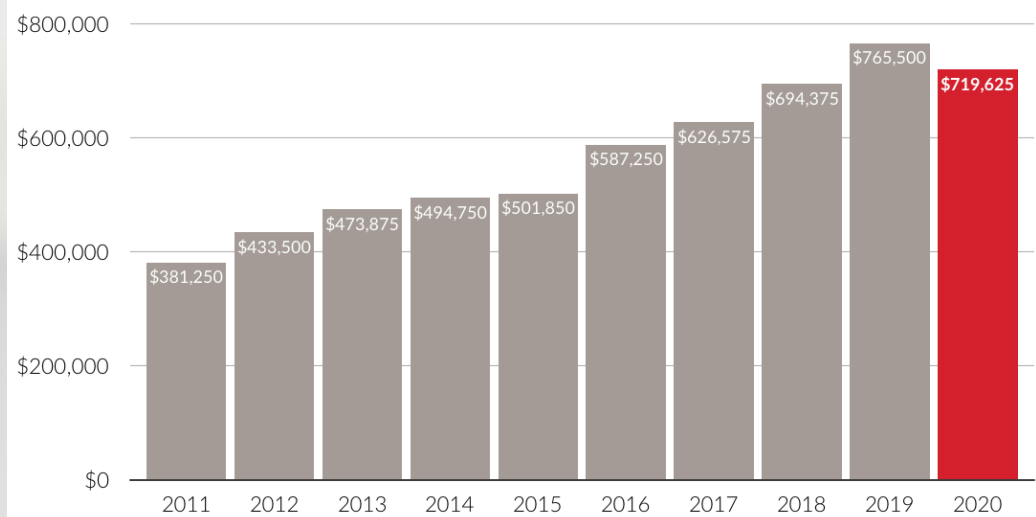




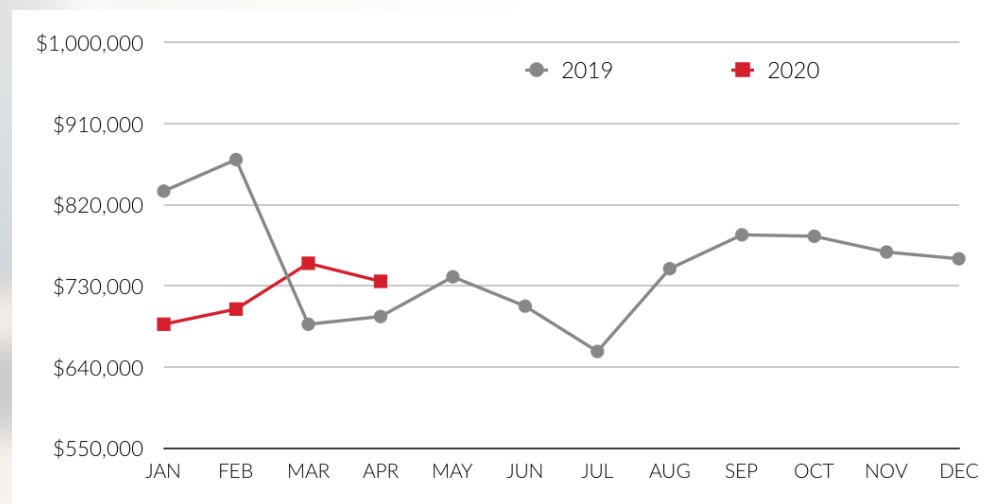
# MEDIAN SALE PRICE

## GUELPH ERAMOS

### YEAR OVER YEAR



### MONTH OVER MONTH 2019 VS. 2020

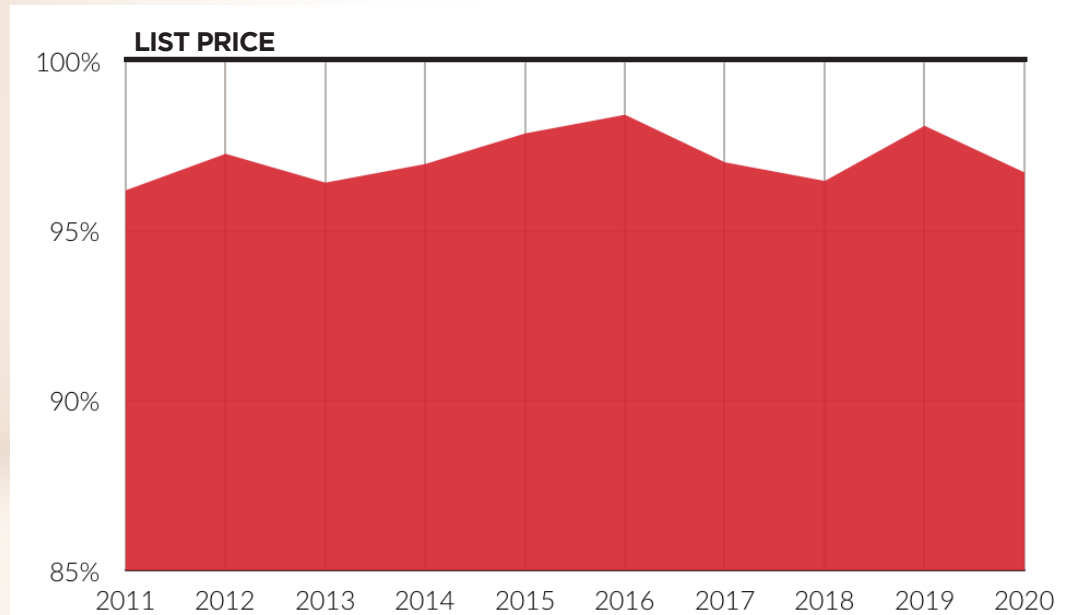


\* Median sale price is based on residential sales (including freehold and condominiums).

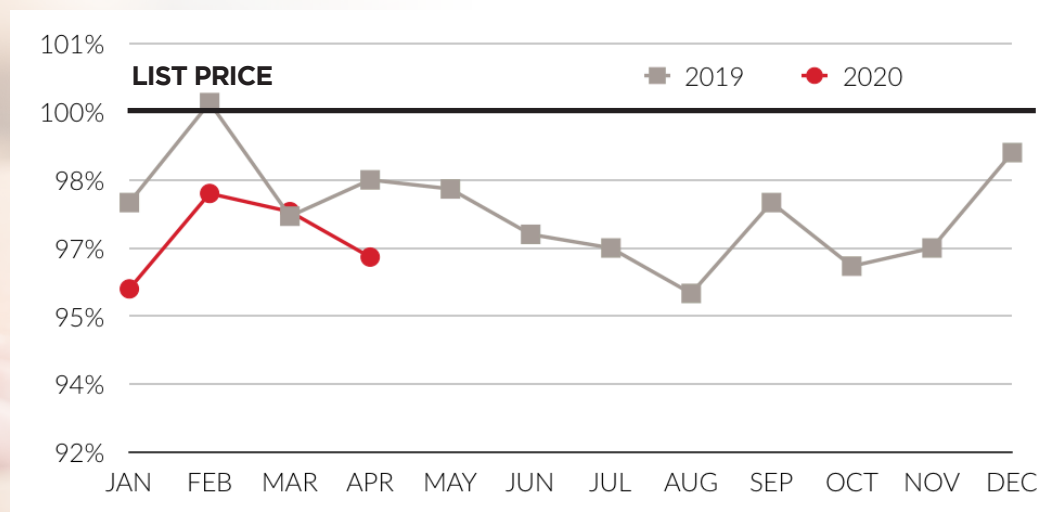
# SALE PRICE vs. LIST PRICE RATIO

GUELPH ERAMOSA

## YEAR OVER YEAR



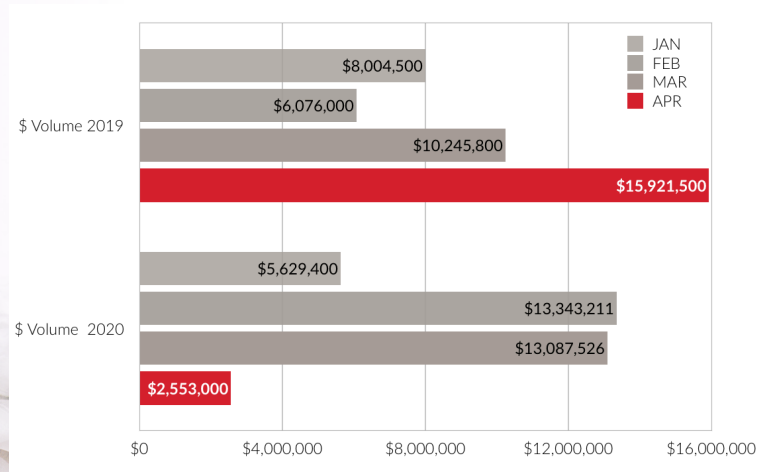
## MONTH OVER MONTH 2019 VS. 2020



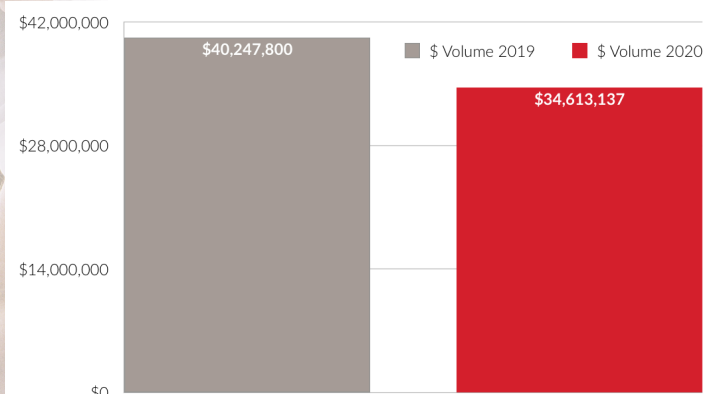
# \$ VOLUME SALES

## GUELPH ERAMOSA

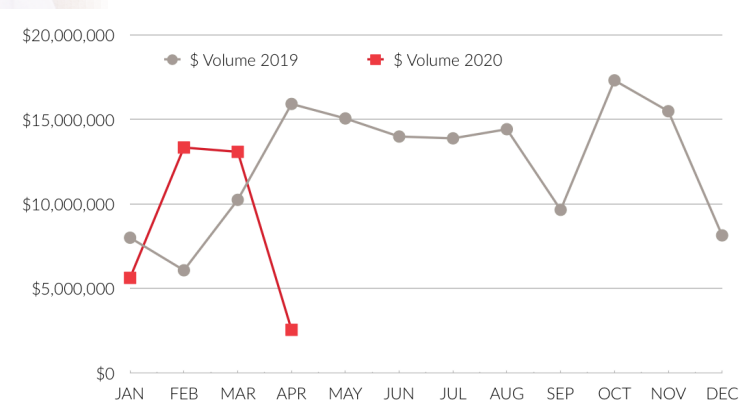
### Monthly Comparison 2019 vs. 2020



### Yearly Totals 2019 vs. 2020



### Month vs. Month 2019 vs. 2020

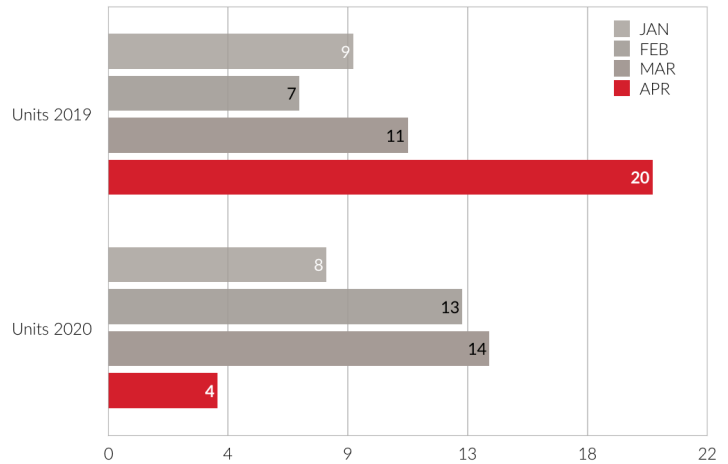




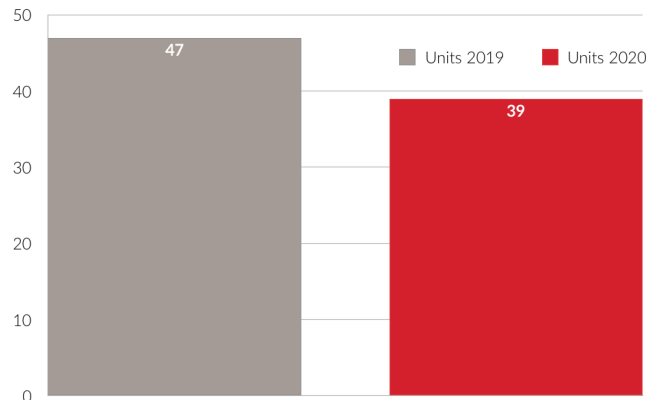
# UNIT SALES

## GUELPH ERAMOS

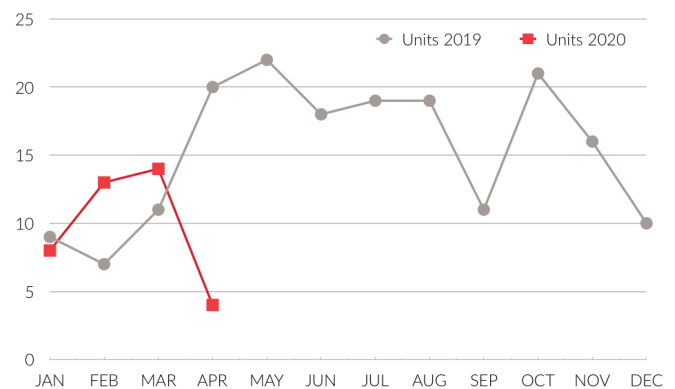
### Monthly Comparison 2019 vs. 2020



### Yearly Totals 2019 vs. 2020

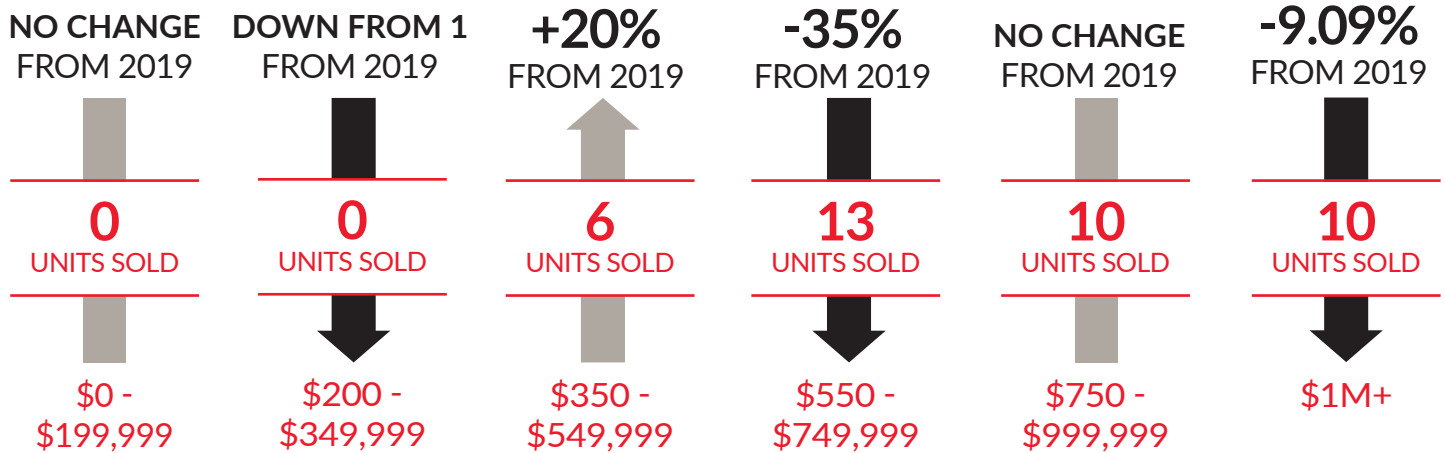


### Month vs. Month 2019 vs. 2020



# SALES BY PRICE BRACKET

## GUELPH ERAMOSA



# SALES BY TYPE

## GUELPH ERAMOSIA - YEAR TO DATE

### FREEHOLD HOME SALES

-6.85%

YTD  
SALES VOLUME  
**\$25,672,137**

-20%

YTD  
UNIT SALES  
**28**

+16.44%

YTD AVERAGE  
SALE PRICE  
**\$916,862**

-78.06%

APRIL  
SALES VOLUME  
**\$2,103,000**

-78.57%

APRIL  
UNIT SALES  
**3**

### CONDOMINIUM HOME SALES

+221.34%

YTD  
SALES VOLUME  
**\$3,656,000**

+200%

YTD  
UNIT SALES  
**6**

+7.11%

YTD AVERAGE  
SALE PRICE  
**\$609,333**

DOWN FROM  
\$324,250

APRIL  
SALES VOLUME  
**\$0**

DOWN FROM 1

APRIL  
UNIT SALES  
**0**

### VACANT LAND SALES

+438.5%

YTD  
SALES VOLUME  
**\$2,100,000**

+100%

YTD  
UNIT SALES  
**2**

+169.23%

YTD AVERAGE  
SALE PRICE  
**\$1,050,000**

UP FROM \$0

APRIL  
SALES VOLUME  
**\$450,000**

UP FROM 0

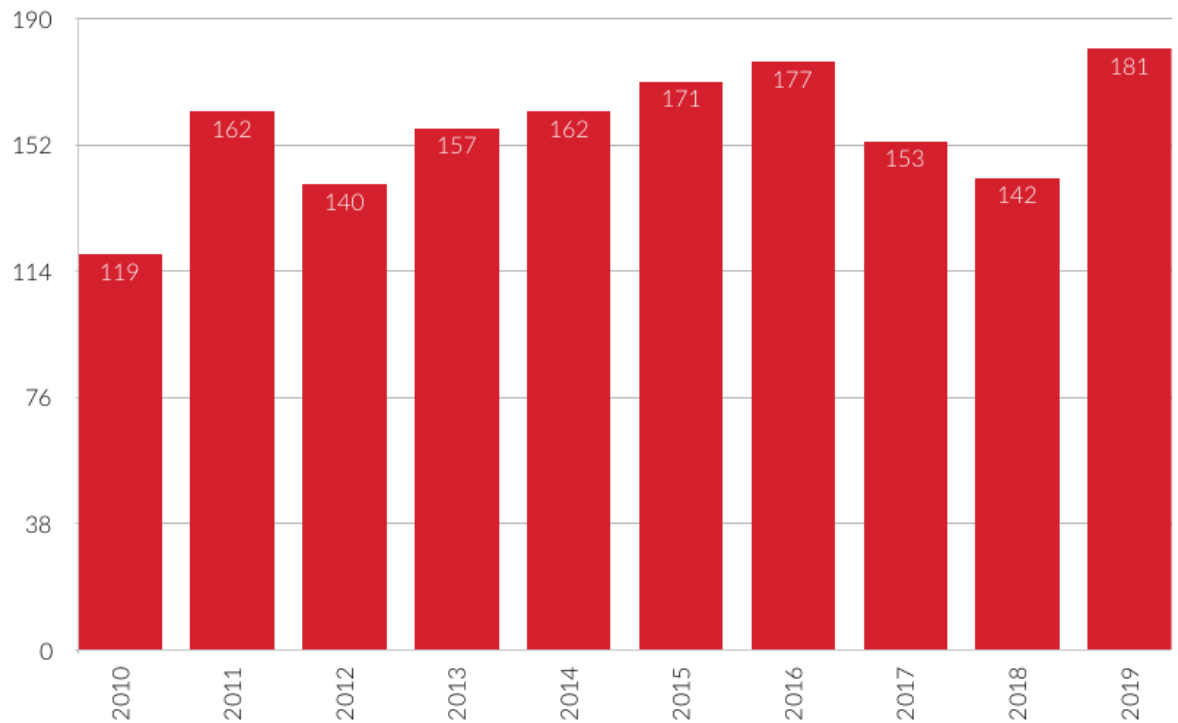
APRIL  
UNIT SALES  
**1**

Year over year comparison (April 2019 to April 2020)



# 10 YEAR MARKET ANALYSIS

## GUELPH ERAMOSA - UNITS SOLD

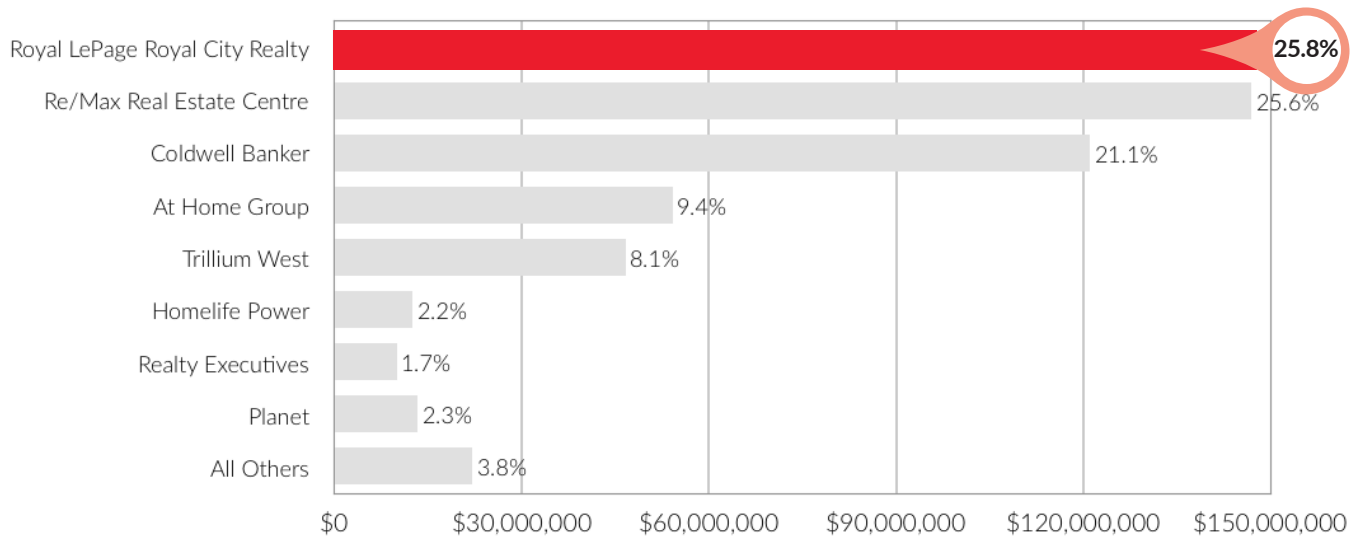


# MARKET DOMINANCE

## WELLINGTON COUNTY'S #1 BROKERAGE!

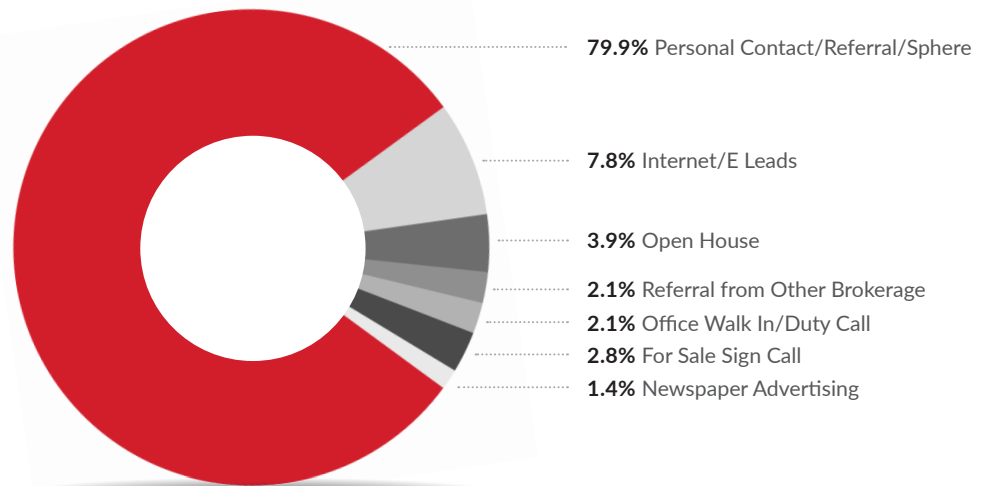
### MARKET SHARE BY \$VOLUME

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

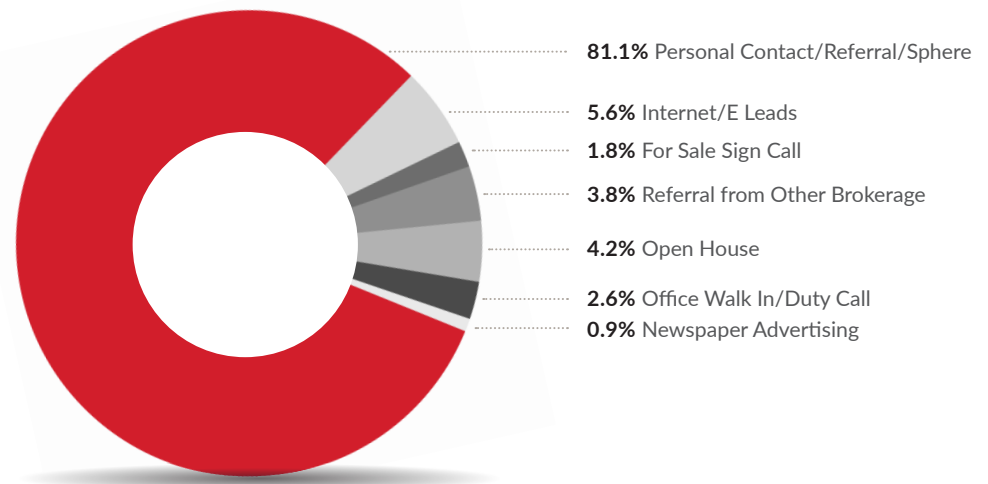


# SOURCE OF BUSINESS

## 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