

Q2 | 2017

COMPREHENSIVE GUELPH DATA & ANALYSIS

TRILLIUMWEST REAL ESTATE BROKERAGE



COMPLETE DATA | CITY OF GUELPH

Inside the Numbers

All it took was a little press.

A little government intervention, plus PR campaign and voila - we have ourselves a much more tempered market. While measures aimed at slowing down a runaway train were put in place, the slow-down in the Guelph market appears to be more of a by-product of new found supply. Many sellers jumped at the chance for a record sale and headed to market in Q2. Supply figures both Y/Y and Q/Q saw significant and much-needed spikes. Thanks, gov!

Focus on the REAL data.

In a changing market, tall tales are often told. Don't get fooled by poor interpretation, or even worse, bad data. The simple facts are: days on market is still single digits, house prices continued to climb and supply is healthily increasing. All of this points to what makes Guelph such a wonderful city to live, raise a family & invest in - balance.

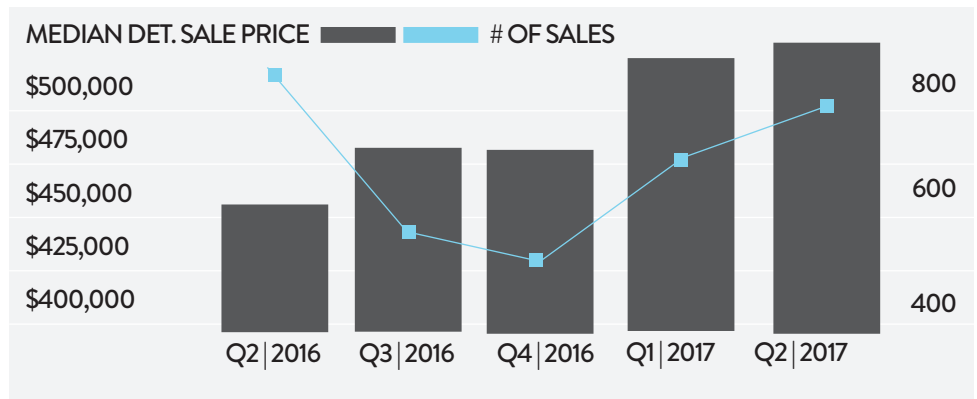
* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

	Q2 2017	% Chg (Y)	Q2 2016	% Chg (Q)	Q1 2017
Median Det. Sale Price	\$564,000	27.5% ▲	\$442,250	2.5% ▲	\$550,000
Number of New Sales	730	13.3% ▼	842	12.1% ▲	651
Median Days on Market	9	4 days ▼	13	1 day ▲	8
New Inventory	1074	18.7% ▲	905	37.2% ▲	783

0.68

Q2 | Sales to New Listing Ratio

What's this? Almost a balanced figure in Guelph? For the first time in years, buyers felt they had a chance.



Q2 | 2017 UP & DOWN QUICK REVIEW

▲35%	Y/Y increase in median list price in South Guelph. The highest in the city as sellers cash in on the heat.	▼1%	Q/Q decrease in median sale price in East Guelph. The only decrease in the city. Hmm.
▲35%	Y/Y increase in median sale price in West Guelph. The highest in the city and sellers certainly did cash in.	▼33%	Q/Q decrease in West Guelph sales to new listing ratio. That's a pretty big leap in 3 months.
▲6%	The gap between detached and attached home median sale price in Downtown Guelph. The lowest in town.	▼28%	Y/Y decrease in the number of new sales in West Guelph. And the crazy part? - Finally increased supply.
▲45%	Y/Y increase in North Guelph new inventory. With price jumps like these, more sellers look to jump in.	▼11%	Q/Q decrease in the Downtown sales/new listing ratio. The lowest in Guelph as temps cool all across town.

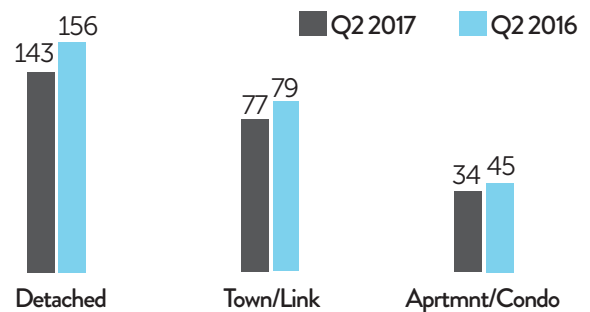
SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q2 2017 Total	\$580,950	254	382	0.66	\$552,250
Q2 2016 Total	\$429,900	280	288	0.97	\$434,950
% Change (+/-)	35.1% ▲	9.3% ▼	32.6% ▲	32.0% ▼	27.0% ▲
Q1 2017 Total	\$449,900	283	347	0.82	\$475,000
% Change (+/-)	29.1% ▲	10.2% ▼	10.1% ▲	19.5% ▼	16.3% ▲

Q2 | NEW INVENTORY

	Q2 2017	Q2 2016	TREND
Detached Homes	207	158	▲
Town/Link Homes	117	80	▲
Apartment/Condo	58	50	▲
Total	382	288	▲
Sales to New Ratio	0.66	0.97	▼

Q2 | SALES BY INVENTORY TYPE



\$670,000

DETACHED MEDIAN SALE

\$450,000

TOWN/LINK MEDIAN SALE

\$318,500

APRTMNT/CONDO MEDIAN SALE

SOUTH GUELPH REVIEW

Don't get fooled by the volume; there is a bigger story in the South.

Q2 South of the River always experiences a period of adjustment. The transition from a fevered student investment season to a more calculated family buying period, is as predictable as the beautiful spring weather - it always arrives on time. Even with the unprecedented flurry of Q1 activity, this year was no real exception. There was no expectation of dramatic change this spring season, and the South Guelph market responded as predicted: very well.

The Y/Y sales volume was down slightly (9.3%), mostly buoyed by many buyers hitting the market a little earlier this year. The most positive signs in Q2 are both supply (up 32.6% Y/Y) and the sale/new listing ratio down to a much more sustainable 0.66. Families can welcome back a market with selection and make less-hurried decisions. We like it. A lot.

Neighbourhoods of South Guelph - Kortright Hills, The Village By The Arboretum, Campus Estates, Preservation Park, Rickson Ridge, Kortright Hills, Clairfields, Pine Ridge/Westminster Woods, Rolling Hills Estates, Priory Park, Old University, Municipal Park

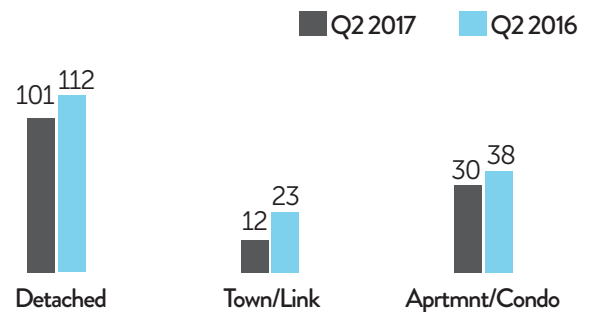
DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q2 2017 Total	\$442,450	143	192	0.74	\$435,000
Q2 2016 Total	\$359,900	173	193	0.90	\$355,200
% Change (+/-)	22.9% ▲	17.3% ▼	0.5% ▼	17.8% ▼	22.5% ▲
Q1 2017 Total	\$399,900	118	143	0.83	\$403,525
% Change (+/-)	10.6% ▲	21.2% ▲	34.3% ▲	10.8% ▼	7.8% ▲

Q2 | NEW INVENTORY

	Q2 2017	Q2 2016	TREND
Detached Homes	144	137	▲
Town/Link Homes	15	24	▼
Apartment/Condo	33	32	▲
Total	192	193	▼
Sales to New Ratio	0.74	0.90	▼

Q2 | SALES BY INVENTORY TYPE



\$460,000

DETACHED MEDIAN SALE

\$434,000

TOWN/LINK MEDIAN SALE

\$358,000

APRTMNT/CONDO MEDIAN SALE

DOWNTOWN GUELPH REVIEW

Downtown keeps on keeping on.

Downtown Guelph is the only sub-section of the city that actually experienced a decline in the volume of new listings. As mentioned in the Q1 report, the core of the city has been far less impacted by the so called GTA-effect that blew up our market for the past several months. Fresh listings to the market remained tight, and median sale prices grew to an all-time high. Through the chaos of the past few months, the Downtown market has maintained its course and the sales-to-new-listing ratio is now the highest in the city.

We can't help but watch closely as the gap between detached and attached homes continues to shrink. A mere 6% gap in median sale price between the two types of housing is drawing more and more families back to the centre of the city. Our advice to many families? There is opportunity in the most stable and less-volatile Downtown Guelph market right now.

Neighbourhoods of Downtown Guelph - The Ward, St. Georges Park, St. Patrick, Orchard Estates, Guelph General, Exhibition Park, Downtown Guelph, The Junction

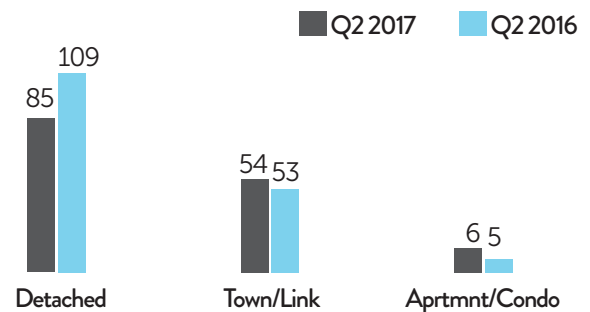
EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q2 2017 Total	\$480,000	145	199	0.73	\$477,000
Q2 2016 Total	\$389,900	167	170	0.98	\$390,000
% Change (+/-)	23.1% ▲	13.2% ▼	17.1% ▲	25.5% ▼	22.3% ▲
Q1 2017 Total	\$454,900	95	109	0.87	\$482,786
% Change	5.5% ▲	52.6% ▲	82.6% ▲	16.1% ▼	1.2% ▼

Q2 | NEW INVENTORY

	Q2 2017	Q2 2016	TREND
Detached Homes	120	113	▲
Town/Link Homes	72	51	▲
Apartment/Condo	7	6	▲
Total	199	170	▲
Sales to New Ratio	0.73	0.98	▼

Q2 | SALES BY INVENTORY TYPE



\$505,400

DETACHED MEDIAN SALE

\$441,500

TOWN/LINK MEDIAN SALE

\$346,500

APRTMNT/CONDO MEDIAN SALE

EAST GUELPH REVIEW

Finally, we seem to be finding equilibrium in the East.

Well isn't this refreshing to see? After many successive quarters, East Guelph finally came up for air and provided disheartened buyers a chance to get excited again. The inventory was almost double that of Q1 (increasing 82.6%) and rose significantly (17.1% Y/Y). A slight drop in Y/Y sales volume provided much needed relief in an area that had seen sales-to-new-listing ratios consistently exceeding 1.0.

So, is East Guelph due for a downturn? The numbers all say... not likely. Although the 1.2% decrease in Q/Q median sale price is something to watch, the median list price continues to soar and the median sale price is still 106% that of the median list price. Let's say East Guelph has cooled down from a rolling boil, but it's still a very hot simmer.

Neighbourhoods of East Guelph - Brant, Grange Hill, Holy Rosary, St. Patrick

Visit TrilliumWest.com/neighbourhoods for a video vignette of East Guelph and individual neighbourhood profiles.

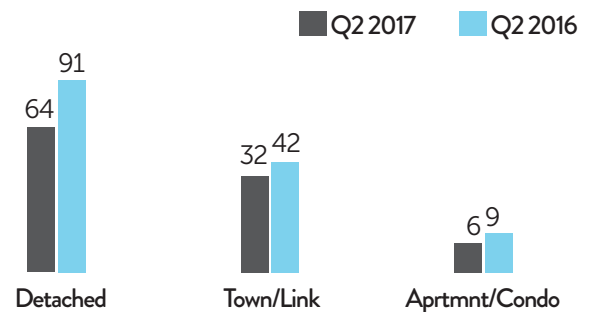
WEST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q2 2017 Total	\$516,950	102	174	0.59	\$524,500
Q2 2016 Total	\$399,900	142	169	0.84	\$388,250
% Change	29.3% ▲	28.2% ▼	3.0% ▲	29.8% ▼	35.1% ▲
Q1 2017 Total	\$489,900	104	118	0.88	\$520,000
% Change	5.5% ▲	1.9% ▼	47.5% ▲	33.0% ▼	0.9% ▲

Q2 | NEW INVENTORY

	Q2 2017	Q2 2016	TREND
Detached Homes	115	113	▲
Town/Link Homes	48	47	▲
Apartment/Condo	11	9	▲
Total	174	169	▲
Sales to New Ratio	0.59	0.84	▼

Q2 | SALES BY INVENTORY TYPE



\$593,192

DETACHED MEDIAN SALE

\$375,250

TOWN/LINK MEDIAN SALE

\$175,050

APRTMNT/CONDO MEDIAN SALE

WEST GUELPH REVIEW

That inevitable quarter in West Guelph we have been talking about? It just happened.

Fresh on the heels of the biggest Y/Y increase in Guelph recorded history in Q1 (46.5%), West Guelph got exactly what it needed - a dose of reality. The simply unsustainable and unhealthy growth figures of the past year appear to be behind us. The 5.5% Q/Q median list sale price and 0.9% Q/Q median sale price increases are far more in-line with what we have come to expect on the West-side.

Despite the lowest sale to new listing ratio in the city, prices continue to climb. Detached homes are seeing the greatest impact, with the detached median sale price of \$593,192 a remarkable 34.2% higher than a year ago. Buyers had more options, but sellers were still getting their number. We will see if that trend continues into an always slower Q3.

Neighbourhoods of West Guelph - Willow, Imperial South, Margaret Green, West Guelph

Visit TrilliumWest.com/neighbourhoods for a video vignette of West Guelph and individual neighbourhood profiles.

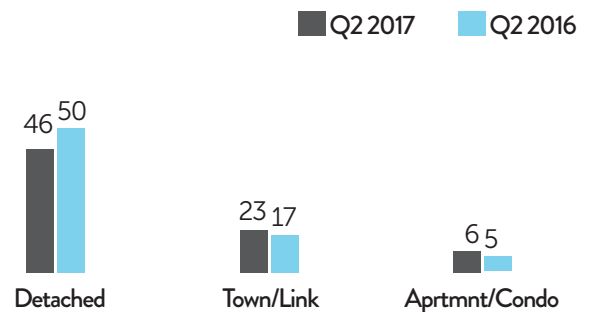
NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q2 2017 Total	\$469,900	75	109	0.69	\$470,000
Q2 2016 Total	\$389,900	72	75	0.96	\$389,350
% Change	20.5% ▲	4.2% ▲	45.3% ▲	28.1% ▼	20.7% ▲
Q1 2017 Total	\$464,950	47	58	0.81	\$450,000
% Change	1.1% ▲	59.6% ▲	87.9% ▲	14.8% ▼	4.4% ▲

Q2 | NEW INVENTORY

	Q2 2017	Q2 2016	TREND
Detached Homes	76	52	▲
Town/Link Homes	30	18	▲
Apartment/Condo	3	5	▼
Total	109	75	▲
Sales to New Ratio	0.69	0.96	▼

Q2 | SALES BY INVENTORY TYPE



\$497,500

DETACHED MEDIAN SALE

\$440,000

TOWN/LINK MEDIAN SALE

\$385,000

APRTMNT/CONDO MEDIAN SALE

NORTH GUELPH REVIEW

Rejoice! Supply.

We finally topped that elusive new listing mark for a quarter of 100. North Guelph welcomed an 87.9% Q/Q and 45.3% Y/Y increase in homes hitting the market in Q2. Buyer response to this unusual turn in supply was tempered. While prices continued to increase, sales volume didn't keep pace with demand. While the sales-to-new-listing ratio still favours sellers, we can say that, for the first time in a very long time, it's getting better for buyers in North Guelph.

The question in the North-end circulates more around sustainability of sale prices, rather than demand. Typically known for affordability, detached homes are about to crest the 500k mark, town/link homes are amongst the most expensive in the city and apartment/condos are the highest in Guelph by 7.5%. Don't worry, we will be watching these numbers.

Neighbourhoods of North Guelph - Waverley Park, Riverside Park, Country Club, June Avenue, Guelph Lake

Visit TrilliumWest.com/neighbourhoods for a video vignette of North Guelph and individual neighbourhood profiles.

LOOKING AHEAD

Forecast for Q3 | 2017

The soft-landing numbers to watch.

For many consecutive quarters in Guelph, the city-wide sales-to-new-listing ratio has been sitting at unsustainable levels. With such a marked increase in new inventory, it was extremely positive to see the ratio return to a healthy figure of 0.68 in Q2. We see this figure dropping perhaps a little lower in Q3, as summer market never keeps pace with typically torrid Spring market numbers in Guelph.

There were very few signs of the market tumbling too far down, as days on market remained low and sale prices continued to climb in almost every area of the city and housing type. The good ol' days of patient shopping and offers with conditions will continue into Q3. Through a slower summer, prices are likely to level out in all areas of the city, but we do see Downtown still with some room to grow.

More government measures expected.

With the new measures implemented in mid-April, the attitude of buyers altered dramatically overnight. Public warnings and vocal government concern was enough to make more than a few people hit the pause button. Mortgage rates are going up, with small increases anticipated for the months ahead. These numbers will be only slightly higher than historical lows, so we certainly don't see the market being rocked by incremental change. However, as proven earlier this year - a little negative PR can go a long way.

We say more measures add to the steady balancing out of the Guelph market in Q3.

Have a specific question on the upcoming market?

We always welcome your opinions, questions and feedback on how we can make this report better. Feel free to touch base and make use of our market knowledge. You can also speak to an agent LIVE at trilliumwest.com and get your questions answered in real-time. Yes, very cool, we know.

About TRILLIUMWEST

At TrilliumWest, we take pride in studying and understanding the numbers of the Guelph real estate market.

We are a hard-working group of marketing, investment and sales professionals who love to look deeper into the data so that we can advise, educate and assist our clients in achieving their real estate goals.

There is a difference. Visit us on-line and touch base to connect with a true local real estate professional.

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