

Q4 Report | 2017

TRILLIUMWEST REAL ESTATE BROKERAGE



COMPLETE DATA | CITY OF GUELPH

Inside the Numbers

So ... What happens now?

Hope your seat belts were fastened for all of 2017, because that was one strange ride. It was a tale of two markets in 2017. The first half of the year saw insatiable acquisition of property and the last half saw a more measured approach to purchasing. As of Jan 1st, new lending regulations have also been introduced that will have an immediate impact. Does a new year bring a return to the fevered pace, or did we all learn the consequences of an over-heated market in 2017? Let's hope we learned a lesson.

Do student rentals still work?

In a rising market, we get asked this all of the time. Does the math still work on student investment properties? The answer really depends on what your investment strategy is. Vacancy rates are still very low and rents are increasing. Premium units are fetching big dollars, so talk to your Realtor and get it right.

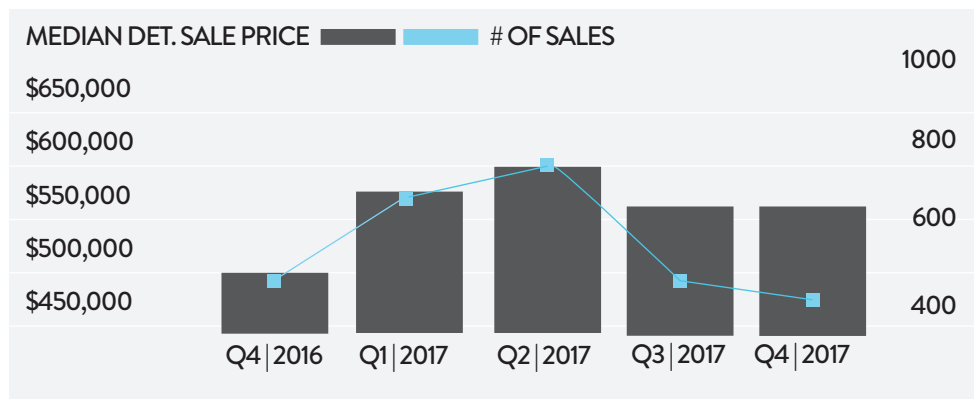
* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

	Q4 2017	% Chg (Y)	Q4 2016	% Chg (Q)	Q3 2017
Median Det. Sale Price	\$540,000	13.8% ▲	\$474,550	=	\$540,000
Number of New Sales	445	7.5% ▼	481	9.6% ▼	492
Median Days on Market	23	12 days ▲	11	4 days ▲	19
New Inventory	500	4.6% ▲	479	31.4% ▼	729

0.89

Q4 | Sales to New Listing Ratio

A time of year typically short on inventory, this lead indicator rose back up again. Sellers were still in control.



Q4 | 2017 UP & DOWN QUICK REVIEW

▲23%	Y/Y increase in West Guelph median listing price. The highest in the city as sellers tried to cash in.	▼5%	Q/Q decrease in the Downtown median sale price. The first down Q in years for the heart of the city.
▲68%	Q/Q increase in the South Guelph sales/new listing ratio. A big response after a step back in Q3 2017.	▼11%	Q/Q decrease in South Guelph median listing price. Sellers reacted to the market to get their property sold.
▲5%	Y/Y increase in median sale price in East Guelph. Up for the year, but a big rollback from previous Q's.	▼7%	Q/Q decrease in North Guelph median sale price. A second consecutive big drop in the North end.
▲3%	Q/Q increase in median sale price in West Guelph. The only area of town that saw rising prices in Q4.	▼13%	Q/Q decrease in the East Guelph median sale price. The tumultuous ride on the East-side continued.

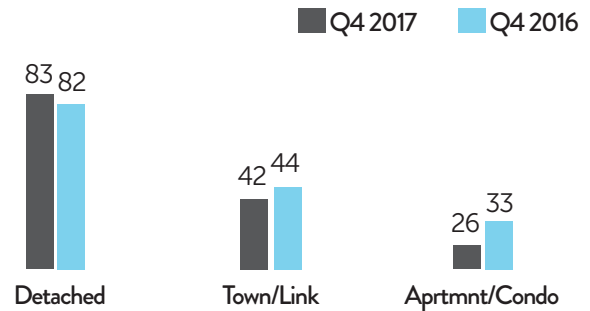
SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2017 Total	\$489,900	151	170	0.99	\$500,500
Q4 2016 Total	\$450,450	159	152	1.05	\$456,100
% Change (+/-)	8.8% ▲	5% ▼	11.8% ▲	5.7% ▼	9.7% ▲
Q3 2017 Total	\$551,000	169	287	0.59	\$502,500
% Change (+/-)	11.1% ▼	11.9% ▼	40.8% ▼	67.8% ▲	0.4% ▼

Q4 | NEW INVENTORY

	Q4 2017	Q4 2016	TREND
Detached Homes	78	76	▲
Town/Link Homes	54	38	▲
Apartment/Condo	38	38	
Total	170	152	▲
Sales to New Ratio	0.89	1.05	▼

Q4 | SALES BY INVENTORY TYPE



\$652,500

DETACHED MEDIAN SALE

\$423,500

TOWN/LINK MEDIAN SALE

\$315,000

APRTMNT/CONDO MEDIAN SALE

SOUTH GUELPH REVIEW

Focus on the long game.

At first glance, we paid a heavy price in Q4 for the seemingly insatiable house-binging that plagued the South-side for the majority of 2017. Down arrows across the board Q/Q, including a whopping 9.4% decrease in median sale price. The sky is officially falling in South Guelph, right? Not quite. Q4 has witnessed a Q/Q reduction in median sale price for the past 3 years. Although more significant this time around, it's a typical late year trend in South Guelph.

If we focus on the Y/Y here, we can call Q4 a success in uncertain times for the South-side. Will it continue in 2018?

Neighbourhoods of South Guelph - Kortright East, 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

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

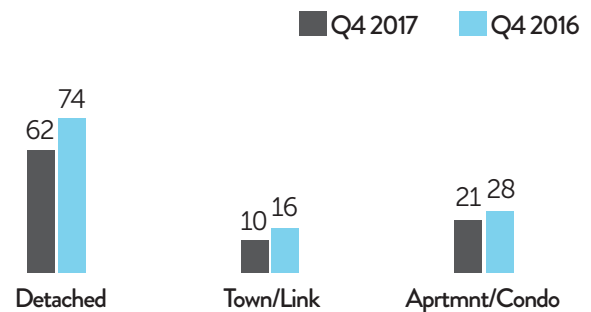
DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2017 Total	\$439,900	93	116	0.80	\$429,900
Q4 2016 Total	\$364,900	118	130	0.91	\$375,500
% Change (+/-)	20.6% ▲	21.2% ▼	10.8% ▼	12.1% ▼	14.5% ▲
Q3 2017 Total	\$435,000	84	111	0.76	\$410,000
% Change (+/-)	1.1% ▲	10.7% ▲	4.5% ▲	5.3% ▲	5.7% ▼

Q4 | NEW INVENTORY

	Q4 2017	Q4 2016	TREND
Detached Homes	81	83	▼
Town/Link Homes	12	15	▼
Apartment/Condo	23	32	▼
Total	116	130	▼
Sales to New Ratio	0.80	0.98	▼

Q4 | SALES BY INVENTORY TYPE



\$469,900

DETACHED MEDIAN SALE

\$342,750

TOWN/LINK MEDIAN SALE

\$310,000

APRTMNT/CONDO MEDIAN SALE

DOWNTOWN GUELPH REVIEW

Keep on keeping on.

A bit of a strange Q for the numbers Downtown, as the Q/Q and Y/Y figures appear to contradict each other. The common thread though is stability, with no alarming figures or continuous trends for concern present. For the record, we don't see that changing as we head into a year with a few more questions than usual. Downtown seems to be operating at a business-as-usual pace.

The 0.8 sales to new listing ratio, while still high, was remarkably the lowest Q4 figure in the city. A couple of new condo projects releasing in Q1 shouldn't impact this stable figure too significantly. Keep on keeping on Downtown.

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

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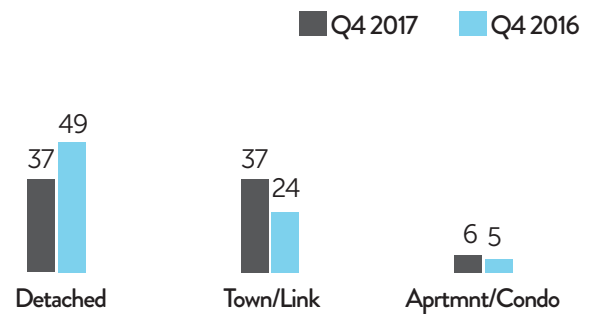
EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2017 Total	\$439,500	80	89	0.90	\$437,250
Q4 2016 Total	\$389,900	78	73	1.07	\$415,000
% Change (+/-)	12.7% ▲	2.6% ▲	21.9% ▲	15.9% ▼	5.4% ▲
Q3 2017 Total	\$446,750	86	127	0.68	\$499,900
% Change	1.6% ▼	7.0% ▼	29.9% ▼	32.4% ▲	12.5% ▼

Q4 | NEW INVENTORY

	Q4 2017	Q4 2016	TREND
Detached Homes	39	47	▼
Town/Link Homes	35	23	▲
Apartment/Condo	15	3	▲
Total	89	73	▼
Sales to New Ratio	0.90	1.08	▼

Q4 | SALES BY INVENTORY TYPE



\$646,000
DETACHED MEDIAN SALE

\$439,500
TOWN/LINK MEDIAN SALE

\$343,400
APRTMNT/CONDO MEDIAN SALE

EAST GUELPH REVIEW

Attached & unavailable. Not dating; it's real estate in East Guelph!

With a median sale price of a detached home rising over 25% in the past year (Q4 2016 - \$518,000, Q4 2017 - \$646,000), affordable old East Guelph is a term left behind by most. Attached living options are not only necessary, they are taking over the market. No where else in Guelph do we see a higher percentage of listings and sales emerge from inventory types other than single family detached.

So how did attached living options fare in Q4? Y/Y town homes increased a stable 8.6% in median sale price. Through all of the craziness and the ups and downs of 2017, East Guelph managed to stay the long-term course. With 100's of new-build condo and attached options anticipated to market in 2018, we will see if this added supply alters the trend.

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.

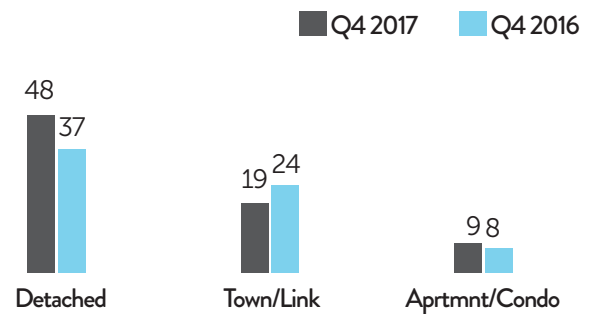
WESTGUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2017 Total	\$492,450	75	76	0.99	\$485,000
Q4 2016 Total	\$399,900	73	69	1.06	\$415,000
% Change	23.1% ▲	2.7% ▲	10.1% ▲	6.6% ▼	16.9% ▲
Q3 2017 Total	\$499,900	88	117	0.75	\$470,000
% Change	1.5% ▼	14.8% ▼	35% ▼	32% ▲	3.2% ▲

Q4 | NEW INVENTORY

	Q4 2017	Q4 2016	TREND
Detached Homes	48	37	▲
Town/Link Homes	19	24	▼
Apartment/Condo	9	8	▲
Total	76	69	▲
Sales to New Ratio	0.97	1.04	▼

Q4 | SALES BY INVENTORY TYPE



\$550,000

DETACHED MEDIAN SALE

\$349,150

TOWN/LINK MEDIAN SALE

\$221,000

APRTMNT/CONDO MEDIAN SALE

WEST GUELPH REVIEW

A big finish to a really big year in West Guelph.

Over the years, West Guelph has been a model for market consistency. That was until 2017 arrived. The year saw an ever-changing up and down story from Q/Q, but by the time we completed Q4, the dust has settled in another big year of gains. The 16.9% Y/Y increase in median sale price was the largest in the city, mostly driven by a 13% Y/Y increase in detached median sale price.

With a sale to new listing ratio still heavily favouring sellers and almost zero new homes scheduled to enter the West Guelph market in early 2018, it's tough to find much room for skepticism. Limited supply should continue to control the market in Q1.

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

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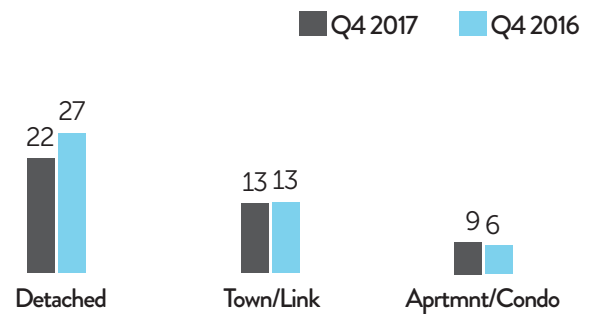
NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2017 Total	\$459,000	44	47	0.94	\$436,000
Q4 2016 Total	\$384,900	46	47	0.98	\$410,000
% Change	19.3% ▲	4.3% ▲	=	4.1% ▼	6.3% ▲
Q3 2017 Total	\$499,900	88	117	0.75	\$470,000
% Change	8.2% ▼	50% ▼	59.8% ▼	25.3% ▲	7.2% ▼

Q4 | NEW INVENTORY

	Q4 2017	Q4 2016	TREND
Detached Homes	22	27	▼
Town/Link Homes	13	13	=
Apartment/Condo	9	6	▲
Total	47	46	▲
Sales to New Ratio	0.94	0.98	▼

Q4 | SALES BY INVENTORY TYPE



\$485,000

DETACHED MEDIAN SALE

\$370,000

TOWN/LINK MEDIAN SALE

\$294,000

APRTMNT/CONDO MEDIAN SALE

NORTH GUELPH REVIEW

A step back, or back to normal?

It's not often we see this much variability in the North Guelph market, but 2017 was a ride. After four Q's of up and down, the North-side ended up where it usually does with modest single digit Y/Y gains in median sale price. Does that 7.2% decrease in Q/Q median sale price looking concerning? Well, if we dig a little deeper, we can see that the gap between median list price and median sale price was the highest in the city at 5.3%. However, the 0.94 sales to new listing ratio indicates that listings are having problems selling. Sellers may have been a little overzealous with their expectations after a torrid spring and summer.

No new homes and continued limited supply should ensure continued growth for the North Guelph market in early 2018.

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 Q1 | 2018

Questions will be answered in Q1.

Will the Q1 market return to the fevered pace of one year ago? Will the new mortgage rules slow things down significantly? Will the GTA buyer keep pushing the market here in Guelph?

All great questions, and we will get our answers early in 2018. We research, we listen to smart people, and we take the temperature on the street every day. Feel free to disagree, but here is what we think happens in Q1.

- The Q1 market will NOT be a slow one here in Guelph. Not as insane as Q1 of last year, but the pace will still be brisk.
- Multiple offers will still happen with relative frequency. Expect a big demand for properties under the 600k mark.
- We see upward movement in pricing from Q4 numbers.
- The GTA buyers and their cheque books will be here, but not nearly in the same capacity as in Q1 of 2017.

The new mortgage rules put in place January 1st should take the wind out of the sails a little here in Q1. The problem is, we don't feel it will be nearly enough to solve the actual issue in Guelph - we simply aren't building enough homes in this city to keep pace with demand. As long as the number of people choosing to #MovetoGuelph continues to vastly outpace the number of new homes we are building, the market only has one direction to go.

Agree or disagree? Chirp it on twitter, call your fave TW professional, or come in and see us at #TWStore any day of the week. Creating constructive conversation helps us all.

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 chat with 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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