



COMPREHENSIVE GUELPH DATA & ANALYSIS  
**TRILLIUM**WEST REAL ESTATE BROKERAGE

Q1 | 2015



# GUELPH

## Complete Data | City of

### Inside the Numbers

#### Always a smooth ride

The 13% year over year (Y/Y) increase in volume sales is a significant increase, however the offset to that figure is the identical increase in new inventory. This is a true indicator of the incredible consistency within the Guelph market.

#### Not sticking around long

The median days on market was down significantly by 13 days (Q/Q) and 4 days (Y/Y). The typically hot spring market didn't wait for warmer weather to arrive in Guelph this year.

#### The Seller's market continues

The sales to new listing ratio in the city was strong again, staying well above the threshold that indicates an advantage to the seller. With inventory increasing and several new construction projects introduced to the market in Q1, we will watch this key indicator closely in Q2.

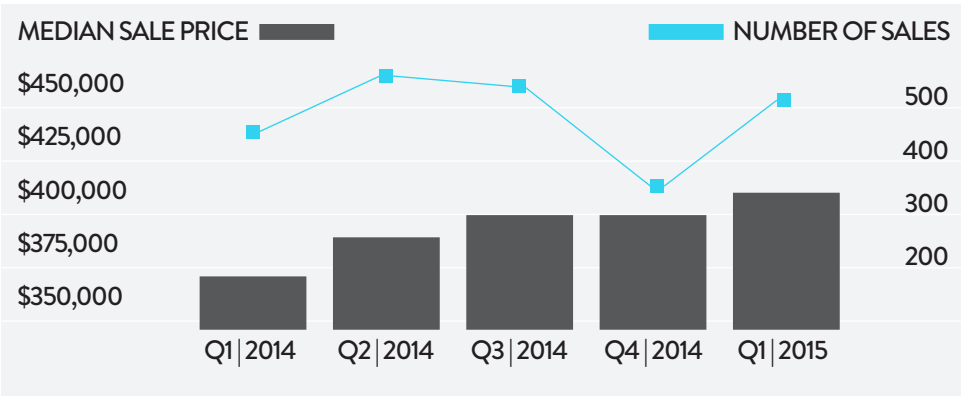
	Q1   2015	% Chg (Y)	Q1   2014	% Chg (Q)	Q4   2014
Median Det. Sale Price	\$385,000	3.8% ▲	\$371,000	2.7% ▲	\$375,000
Number of New Sales	503	13% ▲	445	42.3% ▲	352
Median Days on Market	15	4 days ▼	19	13 days ▼	28
New Inventory	779	13% ▲	689	70.8% ▲	456

0.66

#### Q1 | Sales to New Listing Ratio

This important indicator is slightly down from Q4, but certainly consistent Y/Y with Q1 2014

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



## Q1 | 2015 UP & DOWN QUICK REVIEW

- ▲10%** Y/Y increase in median sale price in South Guelph. Still the most active part of the city.
- ▲50%** Y/Y increase in sales volume in Downtown Guelph. The demand to live in the core keeps increasing.
- ▲15%** Y/Y increase in median sale price in North Guelph. The impressive increases continue on.
- ▲27%** Y/Y increase in inventory in East Guelph. As supply increases, look for some balance in coming months.

- ▼8.3%** Y/Y decrease in the West Guelph sales/new listing ratio. It's beginning to balance out West of the Hanlon.
- ▼31%** Q/Q decrease in the Downtown Guelph sales/new listing ratio. The heat turns down a little.
- ▼5.6%** Q/Q decrease in median sale price in West Guelph. The days without competition from new builds are over.
- ▼31%** Q/Q decrease in resale sales volume in North Guelph. Again, the influence of new build projects can be seen.



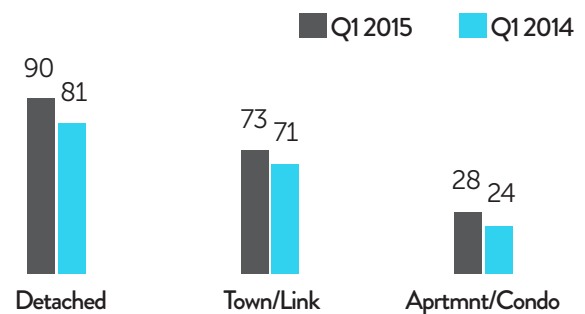
# SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2015   Total	\$349,900	193	297	0.65	\$363,450
Q1 2014   Total	\$334,900	176	284	0.62	\$329,900
% Change (+/-)	4.5% ▲	9.7% ▲	4.6% ▲	4.8% ▲	10.2% ▲
Q4 2014   Total	\$370,400	98	166	0.59	\$375,000
% Change (+/-)	5.5% ▼	96.9% ▲	78.9% ▲	10.2% ▲	3.1% ▼

## Q1 | NEW INVENTORY

	Q1 2015	Q1 2014	TREND
Detached Homes	133	129	▲
Town/Link Homes	111	111	=
Apartment/Condo	53	44	▲
Total	297	284	▲
Sales to New Ratio	0.65	0.62	▲

## Q1 | SALES BY INVENTORY TYPE



**\$415,500**

DETACHED MEDIAN SALE

**\$310,000**

TOWN/LINK MEDIAN SALE

**\$265,250**

APRTMNT/CONDO MEDIAN SALE

## SOUTH GUELPH REVIEW

### Healthy numbers across the board.

The hottest product in the South-side of town continues to be detached homes, followed closely by town and link homes. The apartment/condo market did see a bit of a bounce back from a dismal Q4 2014, when the Sales/New Ratio hit an all-time low. Several new construction options have come to market in the current quarter and have achieved early success in the marketplace. The 10.2% increase in median sale price compared to Q4 last year, is a hefty jump worth noting.

**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.

Visit [TrilliumWest.com/neighbourhoods](http://TrilliumWest.com/neighbourhoods) for a video vignette of South Guelph and individual neighbourhood profiles.

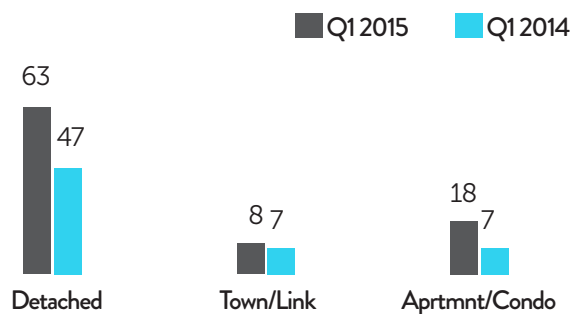
# DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2015   Total	\$309,900	92	136	0.68	\$289,950
Q1 2014   Total	\$312,400	61	104	0.59	\$320,000
% Change (+/-)	1% ▼	50.1% ▲	30.1% ▲	15.3% ▲	9.4% ▼
Q4 2014   Total	\$309,900	82	83	0.99	\$297,000
% Change (+/-)	0%	12.2% ▲	63.9% ▲	31.3% ▼	2.4% ▼

## Q1 | NEW INVENTORY

	Q1 2015	Q1 2014	TREND
Detached Homes	80	79	▲
Town/Link Homes	17	12	▲
Apartment/Condo	39	13	▲
Total	136	104	▲
Sales to New Ratio	0.68	0.99	▼

## Q1 | SALES BY INVENTORY TYPE



**\$352,000**

DETACHED MEDIAN SALE

**\$254,450**

TOWN/LINK MEDIAN SALE

**\$268,750**

APRTMNT/CONDO MEDIAN SALE

## DOWNTOWN GUELPH REVIEW

### Hold on, let us explain ...

With both the sales volume (+50.1%) and the supply (+30.1%) highly increased compared to the same quarter last year, how can we explain the significant downturn in Median Sale Price? Well, there are a few major reasons and the most significant is the introduction, and immediate impact of condo projects like [The Metalworks](#). This fact is certainly reflected in the 157% increase in apartment/condo sales.

Detached = multiple offers - that was pretty much the experience for most Downtown buyers in Q1 of 2015. A healthy Sales/New Ratio leads us to believe that fact won't be changing anytime soon.

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

Visit [TrilliumWest.com/neighbourhoods](http://TrilliumWest.com/neighbourhoods) for a video vignette of Downtown Guelph and individual neighbourhood profiles.

Q1 2015

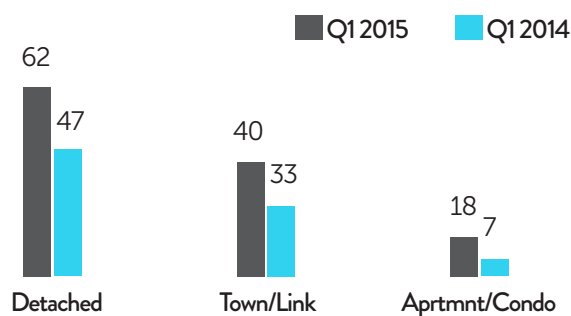
## EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2015   Total	\$333,640	104	137	0.76	\$330,000
Q1 2014   Total	\$331,320	97	108	0.90	\$322,800
% Change (+/-)	1% ▲	7.2% ▲	26.9% ▲	15.6% ▼	2.2% ▲
Q4 2014   Total	\$343,640	73	93	0.79	\$317,000
% Change	2.9% ▼	42.5% ▲	47.3% ▲	3.8% ▼	4.1% ▲

## Q1 | NEW INVENTORY

	Q1 2015	Q1 2014	TREND
Detached Homes	73	61	▲
Town/Link Homes	60	40	▲
Apartment/Condo	4	7	▼
Total	137	108	▲
Sales to New Ratio	0.76	0.79	▼

## Q1 | SALES BY INVENTORY TYPE

**\$366,650**

DETACHED MEDIAN SALE

**\$312,750**

TOWN/LINK MEDIAN SALE

**\$233,000**

APRTMNT/CONDO MEDIAN SALE

## EAST GUELPH REVIEW

**Home-buyers continue to feast on everything in the East.**

One of the most desirable products in the city - East Guelph Apartment/condos, continue to be in very high demand, with essentially the market consuming all of the available listings. There are several slated projects on the horizon that should help to feed that demand.

The Median Sale Price on all housing types continued to rise. Detached new construction options are limited, and that appears to be pushing the resale prices upward. The 0.85 Sales/New Listing Ratio on detached homes is one of the healthiest in the entire city.

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

Visit [TrilliumWest.com/neighbourhoods](http://TrilliumWest.com/neighbourhoods) for a video vignette of East Guelph and individual neighbourhood profiles.

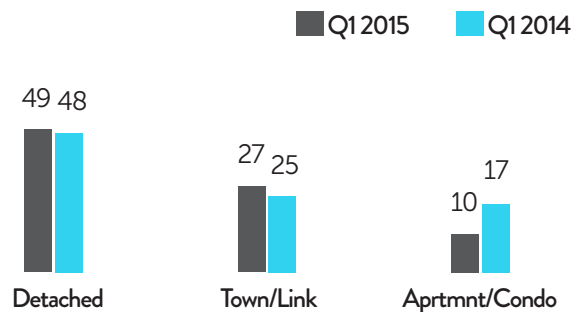
# WESTGUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2015   Total	\$334,900	88	159	0.55	\$283,000
Q1 2014   Total	\$319,900	90	149	0.60	\$298,250
% Change	4.7% ▲	2.2% ▼	6.7% ▲	8.3% ▼	5.1% ▼
Q4 2014   Total	\$334,900	61	73	0.84	\$299,900
% Change	0	44.3% ▲	118% ▲	34.5% ▼	5.6% ▼

## Q1 | NEW INVENTORY

	Q1 2015	Q1 2014	TREND
Detached Homes	88	83	▲
Town/Link Homes	46	40	▲
Apartment/Condo	25	26	▼
Total	159	149	▲
Sales to New Ratio	0.55	0.84	▼

## Q1 | SALES BY INVENTORY TYPE



**\$380,000**

DETACHED MEDIAN SALE

**\$212,000**

TOWN/LINK MEDIAN SALE

**\$146,500**

APRTMNT/CONDO MEDIAN SALE

## WEST GUELPH REVIEW

### A balancing of the West end market.

Across the board numbers are returning to more stable levels. For the first time in over a year, the Sales/New Ratio has fallen into balanced territory at 0.55. The volume of new listings is up and the Median Sale Prices are down. Anticipated new construction options opened in Q1, which likely played a significant factor in the cooling of the resale market.

The volume of new listings is up, and the sale prices are down both Y/Y and Q/Q. No real concerns as the West Guelph market had been outrageously hot for many quarters. A more balanced market may provide some excellent buying options for savvy shoppers.

**Neighbourhoods of West Guelph** - Willow, Imperial South, Margaret Green, and West Guelph.

Visit [TrilliumWest.com/neighbourhoods](http://TrilliumWest.com/neighbourhoods) for a video vignette of West Guelph and individual neighbourhood profiles.

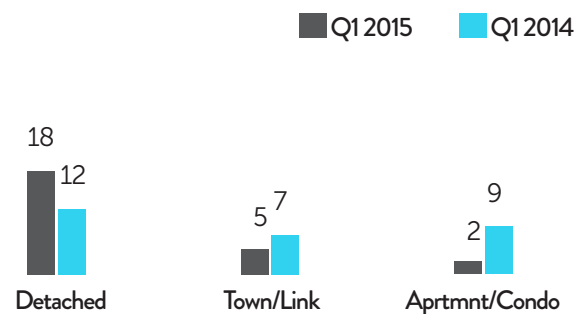
# NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2015   Total	\$341,200	25	50	0.5	\$321,800
Q1 2014   Total	\$309,450	28	44	0.64	\$279,000
% Change	10.3% ▲	10.7% ▼	13.6% ▲	21.9% ▼	15.3% ▲
Q4 2014   Total	\$323,000	36	43	0.84	\$310,000
% Change	5.6% ▲	30.6% ▼	16.4% ▲	40.5% ▼	3.8% ▲

## Q1 | NEW INVENTORY

	Q1 2015	Q1 2014	TREND
Detached Homes	35	22	▲
Town/Link Homes	11	14	▼
Apartment/Condo	4	8	▼
Total	50	44	▲
Sales to New Ratio	0.5	0.64	▼

## Q1 | SALES BY INVENTORY TYPE



**\$330,687**

DETACHED MEDIAN SALE

**\$309,900**

TOWN/LINK MEDIAN SALE

**\$266,450**

APRTMNT/CONDO MEDIAN SALE

## NORTH GUELPH REVIEW

### The continuation of a dramatic rise in North Guelph prices.

The meteoric rise of the North Guelph market maintained full steam ahead in Q1. The incredible annual median sale price increase of 15.3%, in combination with a relatively low detached median sale price (\$330,687), continues to pique the interest of many families.

The introduction of new construction projects has undoubtedly added to a reduction in the sales/new listing ratio. Although a little balance in the North end was inevitable. All told, a very healthy quarter in the North.

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

Visit [TrilliumWest.com/neighbourhoods](http://TrilliumWest.com/neighbourhoods) for a video vignette of North Guelph and individual neighbourhood profiles.

# LOOKING AHEAD

## Forecast for Q2 | 2015

### The strong influence of new construction

Guelph has been mired in a shortage of new construction options for several quarters. That imbalance shifted heavily in Q1 with the introduction of several large new construction projects. These new and varied options should provide a much needed increase in available options to purchasers, and a subsequent change in the consumption of resale homes. With more choice in the marketplace, we expect to see slight decreases in both the median days on market and the sales/new listing ratio. Certainly nothing alarming, but a gentle trend towards more balanced figures.

### The ever-increasing demand to be detached

Across the city the highest sales/new listing ratio is consistently amongst detached homes. Going forward, this isn't likely to change much. With the estimated majority of building permits to be issued in 2015 to be attached options (82%), the continuation of detached permits continues to dwindle. If your future goal is to move from your starter home to a detached option, our advice is to consider making that move sooner rather than later. The availability of detached options is continuing to decrease, while the attached options are increasing rapidly.

### Mixed opinion on the changing dynamic of West Guelph

West Guelph is going through a change. The manufacturing industry for major employers is thriving in the Northwest corner of the city and the high volume of new jobs should have an immediate impact on the surrounding neighbourhoods. For the first time in several years home-buyers will have some excellent new construction options to choose from. This should put some downward pressure on the resale market, but will the influx of prosperity off-set that amount?

### 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.

## 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.

**REAL ESTATE. REAL INFORMATION.**





**TRILLIUMWESTREAL**  
**ESTATE**BROKERAGE  
292STONEROADWEST  
SUITE11,GUELPH,ON  
O : 2 2 6 . 3 1 4 . 1 6 0 0

**STAY INFORMED**  
@TRILLIUMWEST

