



ALL ACCESS

COMPREHENSIVE GUELPH DATA & ANALYSIS
TRILLIUMWEST REAL ESTATE BROKERAGE

Q1 2016



COMPLETE DATA | CITY OF GUELPH

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

Inside the Numbers

Sales up, inventory down

Wasn't that a title from the last report? You bet. The numbers simply aren't getting any better. The supply of homes in Guelph was a problem yesterday and looks to be a significant problem for the near future. We likely don't have to tell you what happens to prices under this scenario, but they go up.

Amazing consistency, kinda

We are always impressed with the incredible stability of the Guelph market. Y/Y statistics in all areas of the city are remarkably stable, with small accounts for inflation. There is one big change out there and it is the actual decrease in annual supply. With big-time growth mandated for Guelph, this is a number that will be forced to change.

Nice knowing ya

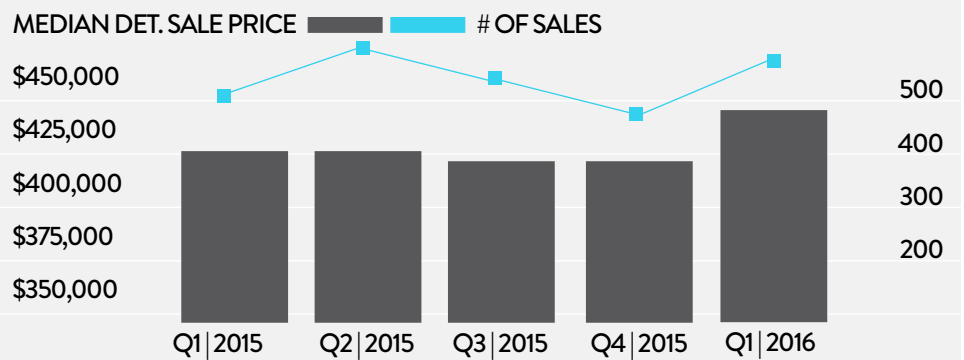
A median days on market number of 15. Yes, 15. Come to market right and come with real marketing.

	Q1 2016	% Chg (Y)	Q1 2015	% Chg (Q)	Q4 2015
Median Det. Sale Price	\$419,500	9.0% ▲	\$385,000	6.2% ▲	\$395,000
Number of New Sales	560	11.3% ▲	503	28.4% ▲	436
Median Days on Market	15	=	15	12 days ▼	27
New Inventory	764	1.9% ▼	779	72.5% ▲	443

0.73

Q1 | Sales to New Listing Ratio

Big-time number again in Q1, keeping the scales firmly tipped towards home sellers.



Q1 | 2016 UP & DOWN QUICK REVIEW

▲47%	Y/Y increase in the sales/new listing ratio in West Guelph. It went from hot to super hot.	▼28%	Y/Y decrease in new inventory West Guelph. With drastically-short supply, prices will continue to rise.
▲21%	Y/Y increase in median sale price Downtown. A big jump in the continued rise of the city core.	▼2%	Y/Y decrease in median sales price in South Guelph. Student investment season always skews this number.
▲80%	Y/Y increase in the sales/new listing ratio in North Guelph. We go from hot to scorching.	▼32%	Q/Q decrease in the sales to new listing ratio in East Guelph. An out of this world Q4 came back to earth.
▲95%	Q/Q increase in South Guelph new inventory. A busy investment season and big start for family homes.	▼15%	Y/Y decrease in new sales East Guelph. You can't buy what isn't for sale.



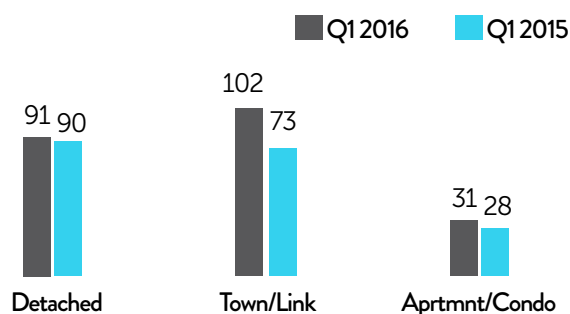
SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2016 Total	\$359,900	224	312	0.72	\$355,000
Q1 2015 Total	\$349,900	193	297	0.65	\$363,450
% Change (+/-)	2.9% ▲	16.1% ▲	5.1% ▲	10.8% ▲	2.3% ▼
Q4 2015 Total	\$370,150	162	160	1.01	\$370,200
% Change (+/-)	2.8% ▼	38.3% ▲	95% ▲	28.7% ▼	4.1% ▼

Q1 | NEW INVENTORY

	Q1 2016	Q1 2015	TREND
Detached Homes	140	133	▲
Town/Link Homes	119	111	▲
Apartment/Condo	53	53	=
Total	312	297	▲
Sales to New Ratio	0.72	0.65	▲

Q1 | SALES BY INVENTORY TYPE



\$485,000

DETACHED MEDIAN SALE

\$322,250

TOWN/LINK MEDIAN SALE

\$248,000

APRTMNT/CONDO MEDIAN SALE

SOUTH GUELPH REVIEW

A shifting of the tides in South Guelph, or just a busy investment season?

Q1 is always a little of an anomaly on the South-side of the river. With student investment season occupying a short 2-2 1/2 month window, there is typically disproportionate supply and sales figures with regard to attached housing. Q1 of 2016 was no exception. Y/Y numbers continued to climb steadily and the Median Sale Price for detached homes stayed the course towards that pinnacle \$500,000 mark. As family buying season takes flight in Q2 and larger homes are typically brought to market, it will be interesting to follow the upward journey of the detached home median sale price on the South-side.

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 for a video vignette of South Guelph and individual neighbourhood profiles.

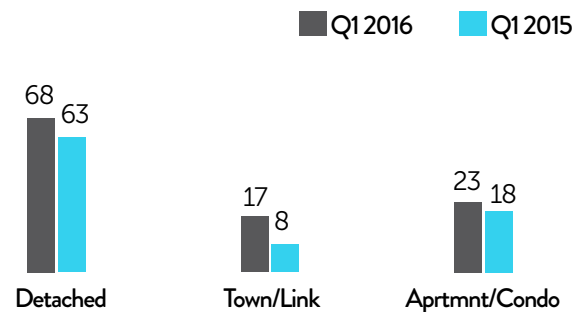
DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2016 Total	\$359,000	108	163	0.66	\$351,700
Q1 2015 Total	\$309,900	92	136	0.68	\$289,950
% Change (+/-)	15.8% ▲	17.4% ▲	19.9% ▲	2.9% ▼	21.3% ▲
Q4 2015 Total	\$359,900	94	96	0.98	\$344,450
% Change (+/-)	0.3% ▼	14.9% ▲	69.8% ▲	32.7% ▼	2.1% ▲

Q1 | NEW INVENTORY

	Q1 2016	Q1 2015	TREND
Detached Homes	95	80	▲
Town/Link Homes	28	17	▲
Apartment/Condo	40	39	▲
Total	163	136	▲
Sales to New Ratio	0.66	0.68	▼

Q1 | SALES BY INVENTORY TYPE



\$384,000

DETACHED MEDIAN SALE

\$314,000

TOWN/LINK MEDIAN SALE

\$280,000

APRTMNT/CONDO MEDIAN SALE

DOWNTOWN GUELPH REVIEW

The strong upward climb continues.

The name of the game remained the same in the city core for Q1. The Median Sale Price across all housing types headed upwards again for the 4th consecutive quarter Downtown. While the Y/Y ratio remained consistent, the volume has certainly been cranked up. The 21.3% Median Sale Price jump is an epic increase for the core. The Sales to New Listing Ratio returned to more expected levels after an unexpected monster Q4.

The Downtown condo market might feel slightly quiet in pace over the next few months as the market prepares to introduce a few new projects in Q3/Q4 of 2016.

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 for a video vignette of Downtown Guelph and individual neighbourhood profiles.

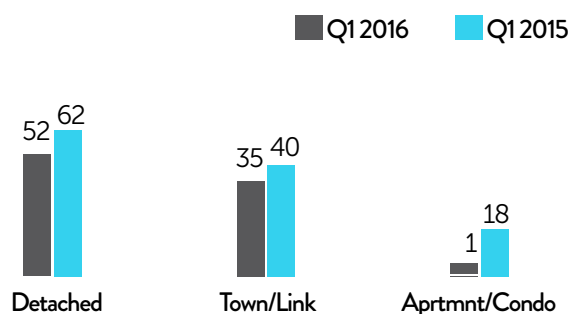
EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2016 Total	\$384,500	88	116	0.76	\$353,629
Q1 2015 Total	\$333,640	104	137	0.76	\$330,000
% Change (+/-)	15.2% ▲	15.4% ▼	15.3% ▼	0%	7.2% ▲
Q4 2015 Total	\$346,500	77	69	1.12	\$335,500
% Change	11.0% ▲	14.3% ▲	68.1% ▲	32.1% ▼	5.4% ▲

Q1 | NEW INVENTORY

	Q1 2016	Q1 2015	TREND
Detached Homes	72	73	▼
Town/Link Homes	43	60	▼
Apartment/Condo	1	4	▼
Total	116	137	▼
Sales to New Ratio	0.76	0.76	=

Q1 | SALES BY INVENTORY TYPE



\$382,000

DETACHED MEDIAN SALE

\$339,000

TOWN/LINK MEDIAN SALE

\$157,000

APRTMNT/CONDO MEDIAN SALE

EAST GUELPH REVIEW

We feel like we have said this before - where is the supply?

Well, you can't say the East side of Guelph isn't consistent. A remarkably identical Y/Y Sales to New Listing Ratio certainly verifies that statement. While consistency can be a good indicator of stability, in East Guelph it is merely confirming the same problem still exists; there is simply not enough supply to keep pace with demand. With a release of new homes about to hit the street in Q2, perhaps the ratio will begin to dip back down. Hang in there home buyers, things should improve slightly for you in Q2.

The attached market continued at a feverish pace, highlighted by an all-time high-water mark of \$339,000 for town/link homes in East Guelph.

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

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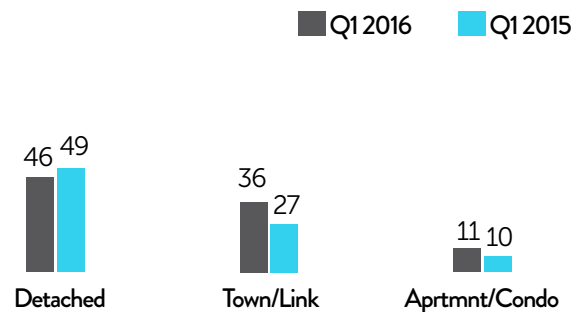
WESTGUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2016 Total	\$394,900	93	115	0.81	\$354,900
Q1 2015 Total	\$334,900	88	159	0.55	\$283,000
% Change	17.9% ▲	5.7% ▲	27.7% ▼	47.3% ▲	25.4% ▲
Q4 2015 Total	\$319,900	58	68	0.85	\$345,950
% Change	23.4% ▲	60.3% ▲	69.1% ▲	4.7% ▼	2.6% ▲

Q1 | NEW INVENTORY

	Q1 2016	Q1 2015	TREND
Detached Homes	61	88	▼
Town/Link Homes	40	46	▼
Apartment/Condo	14	25	▼
Total	115	159	▼
Sales to New Ratio	0.81	0.55	▲

Q1 | SALES BY INVENTORY TYPE



\$445,750

DETACHED MEDIAN SALE

\$275,000

TOWN/LINK MEDIAN SALE

\$159,900

APRTMNT/CONDO MEDIAN SALE

WEST GUELPH REVIEW

It's no anomaly now, the West-side is officially on fire.

Four quarters in a row of huge increases in the West. Leading the charge is clearly detached homes, with an unbelievable 12% increase in Median Sale Price from just last quarter. For the first time the Median Sale Price not only exceeded the 400k mark, it sailed right past that significant benchmark. We will follow carefully in Q2 to see if this trend continues, or if detached homes simply had an exceptional Q1.

Number of Sales were up by 6% Y/Y, while New Inventory was substantially down by 27.7%. Figures like these can only lead to one outcome - big increases in Sale Prices. An unsustainable 25.4% Y/Y increase in Median Sale Price continued the meteoric climb on the West-side. Wow, what a Q1.

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

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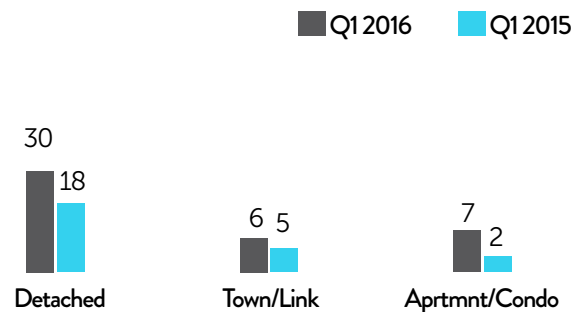
NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q1 2016 Total	\$349,900	43	48	0.90	\$375,000
Q1 2015 Total	\$341,200	25	50	0.50	\$321,800
% Change	2.5% ▲	72% ▲	4% ▼	80% ▲	16.5% ▲
Q4 2015 Total	\$360,000	41	41	1.00	\$355,000
% Change	2.8% ▼	4.9% ▲	17.1% ▲	10% ▼	5.6% ▲

Q1 | NEW INVENTORY

	Q1 2016	Q1 2015	TREND
Detached Homes	33	35	▼
Town/Link Homes	7	11	▼
Apartment/Condo	8	4	▲
Total	48	50	▼
Sales to New Ratio	0.90	0.50	▲

Q1 | SALES BY INVENTORY TYPE



\$384,000
DETACHED MEDIAN SALE

\$305,000
TOWN/LINK MEDIAN SALE

\$272,000
APRTMNT/CONDO MEDIAN SALE

NORTH GUELPH REVIEW

Up, up and away. No slow down in North Guelph.

No where else in the city is the supply shortage affecting home buyers quite like the North-end. Just like in the West, the lack of new construction projects has severely limited the options available to buyers. Re-sale Inventory has reduced Y/Y, while Sales Volume continues to increase. As a result, the Median Sale Price across all housing types has had no alternative but to sky-rocket.

The overall 0.90 Sales to New Listing Ratio is the highest in the city, and with a complete lack of new construction options on the immediate horizon, this is a fact that isn't likely to change in the coming Q's. Bring your sunscreen, the hot days will be continuing in North Guelph.

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 Q2 | 2016

The new pillow talk in Guelph.

While sleeping overnight in your car to get to the front of the line for a new home is not a new phenomenon in Guelph, the number of nights required to find some coziness in your front seat has certainly increased. The release of some highly-anticipated South Guelph lots will be forcing many prospective purchasers to car-camp for up to a week, yes a week, in order to secure a lot to build their next family home. While this might seem like pure craziness to some, buyers and their Realtors will be pulling out all the stops to ensure they get that lot they have been waiting many months for.

Holding back offers, the new norm.

With the continued insatiable demand for Guelph re-sale housing, we are seeing sellers institute the practice of holding back offers on a much wider array of properties. While not a new concept for Guelph, we are starting to see it being utilized in new areas and across all price points. Take some solace home buyers, with the right Realtor and the right strategy this arrangement can actually work to your advantage.

Will need a little patience from condo buyers.

It's going to be a bit of a strange couple of months ahead for new condo aficionados. With major projects all sold out, there will be a bit of a lull in the downtown core until new phases and new projects come on stream this fall.

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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