



KNOWLEDGE ELIXIR

COMPREHENSIVE GUELPH DATA & ANALYSIS
TRILLIUMWEST REAL ESTATE BROKERAGE

Q3²⁰¹⁵

COMPLETE DATA | CITY OF GUELPH

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

Inside the Numbers

Spring loaded market

The jump from Q2 to Q3 is always the toughest one to gauge properly in Guelph. Our market is so listing heavy in the spring (35% drop from Q2 to Q3 in New Inventory), that most years summer is a time to regroup, get the kids ready for school and get ready to come back in the fall. This Q3 was no different and exactly as we predicted.

Supply remains an issue

The 0.81 city-wide Sales/New Listing Ratio indicates things kept on cooking in Q3 and that the balance of power still firmly remains with home sellers.

Remarkable consistency

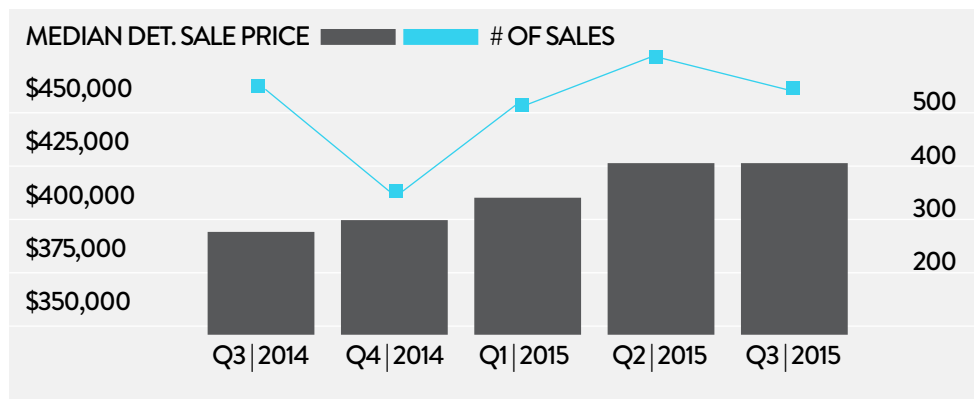
The Y/Y numbers when comparing Q3's are incredible and speaks to sustained stability within the Guelph market. Detached Sale Price is up a steady 5.5%, with all other numbers remaining relatively consistent Y/Y.

	Q3 2015	% Chg (Y)	Q3 2014	% Chg (Q)	Q2 2015
Median Det. Sale Price	\$399,935	5.5% ▲	\$378,950	3.2% ▼	\$413,000
Number of New Sales	544	3.3% ▼	563	26.4% ▼	739
Median Days on Market	22	1 day ▼	23	7 days ▲	15
New Inventory	672	1.5% ▲	662	35% ▼	1034

0.81

Q3 | Sales to New Listing Ratio

This important indicator is up significantly Q/Q, even through typically slower summer months for Guelph.



Q3 | 2015 UP & DOWN QUICK REVIEW

▲15%	Q/Q increase in the North Guelph sales/new listing ratio. Listings are disappearing in mere days.	▼20%	Y/Y decrease in sales volume in West Guelph. While still solid figures, things appear to be settling down.
▲26%	Y/Y increase in inventory in South Guelph. A trend that isn't looking to reverse. Room for concern?	▼34%	Q/Q decrease in inventory in South Guelph. The crazy high levels of spring calmed in warmer weather.
▲8.7%	Q/Q increase in median sale price in East Guelph. The pressure to be detached is increasing.	▼19%	Y/Y decrease in sales/new listing ratio in East Guelph. Still healthy, however sharp decline with this indicator.
▲.01%	Y/Y increase in median sale price in South Guelph. Not a big number, the smallest increase in the city.	▼18%	Y/Y decrease in inventory Downtown Guelph. As supply decreased, demand went even higher in the core.



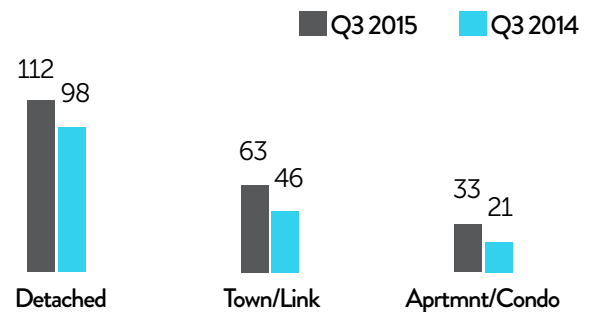
SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q3 2015 Total	\$409,000	208	261	0.80	\$387,500
Q3 2014 Total	\$399,900	165	210	0.79	\$384,000
% Change (+/-)	2.3% ▲	26.1% ▲	24.3% ▲	1.3% ▲	0.01% ▲
Q2 2015 Total	\$399,900	225	394	0.57	\$363,450
% Change (+/-)	2.3% ▲	7.6% ▼	33.8% ▼	40.4% ▲	6.6% ▲

Q3 | NEW INVENTORY

	Q3 2015	Q3 2014	TREND
Detached Homes	148	118	▲
Town/Link Homes	69	60	▲
Apartment/Condo	44	32	▲
Total	261	210	▲
Sales to New Ratio	0.80	0.79	▲

Q3 | SALES BY INVENTORY TYPE



\$459,950

DETACHED MEDIAN SALE

\$325,000

TOWN/LINK MEDIAN SALE

\$238,000

APRTMNT/CONDO MEDIAN SALE

SOUTH GUELPH REVIEW

A return to more expected figures

Just when we thought things were getting a little more balanced in the South-side, Q3 2015 happened. The Sales to New Listing Ratio sky-rocketed up 40.4%, back to a level in which we have been accustomed to. The town/link and the condo market all did better than anticipated in Q3 and pulled out of a slump that had lasted through the 3 previous Q's. A nominal increase in Median Sale Price Y/Y (0.01%) can't be ignored, even though it was a considerable bounce back Q/Q (6.6%). With the ship pointed in the right direction now, let's call this a very healthy quarter in South Guelph.

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.

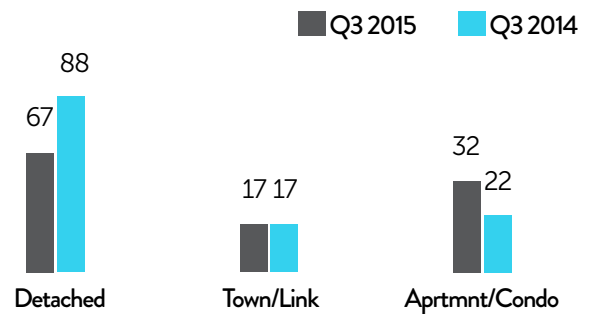
DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q3 2015 Total	\$329,900	117	140	0.84	\$325,000
Q3 2014 Total	\$322,400	131	170	0.77	\$309,000
% Change (+/-)	2.3% ▲	10.7% ▼	17.6% ▼	9.1% ▲	5.2% ▲
Q2 2015 Total	\$369,900	139	182	0.76	\$360,000
% Change (+/-)	10.8% ▼	15.8% ▼	23.1% ▼	10.5% ▲	9.7% ▼

Q3 | NEW INVENTORY

	Q3 2015	Q3 2014	TREND
Detached Homes	84	115	▼
Town/Link Homes	28	25	▲
Apartment/Condo	28	30	▼
Total	140	170	▼
Sales to New Ratio	0.84	0.77	▲

Q3 | SALES BY INVENTORY TYPE



\$343,000

DETACHED MEDIAN SALE

\$261,500

TOWN/LINK MEDIAN SALE

\$253,200

APRTMNT/CONDO MEDIAN SALE

DOWNTOWN GUELPH REVIEW

Supply down, ratio up, and sale price down. Go figure.

The big numbers were for the 2nd quarter in a row associated with the Median Sale Price. After a huge spike in the Q2 when compared with both Y/Y (13.3%) and Q/Q (24.2%), prices fell back down to earth in Q3. The meteoric increase in apartment/condo sales continued into Q3. With the supply of new condo units dwindling in the marketplace, we will keep a close eye on these numbers going forward. The Sales/New Listing Ratio is up sharply both Q/Q (10.5%) and Y/Y (9.1%). The shrinking supply numbers are adding fuel to the hot downtown market.

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.

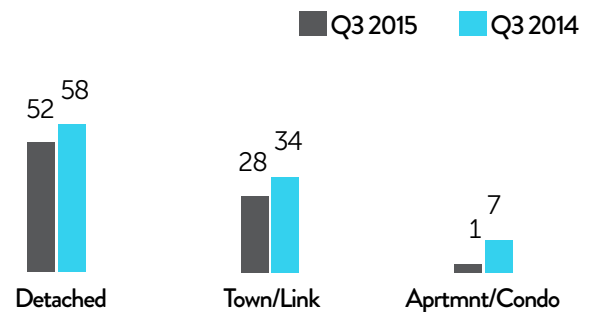
EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q3 2015 Total	\$359,000	82	110	0.75	\$358,500
Q3 2014 Total	\$339,900	100	109	0.92	\$327,495
% Change (+/-)	5.6% ▲	18% ▼	0.01% ▲	18.5% ▼	9.5% ▲
Q2 2015 Total	\$334,900	130	155	0.84	\$329,900
% Change	7.2% ▲	36.9% ▼	36.9% ▼	10.7% ▼	8.7% ▲

Q3 | NEW INVENTORY

	Q3 2015	Q3 2014	TREND
Detached Homes	75	65	▲
Town/Link Homes	35	39	▼
Apartment/Condo	0	5	▼
Total	110	109	▲
Sales to New Ratio	0.75	0.92	▼

Q3 | SALES BY INVENTORY TYPE



\$386,000

DETACHED MEDIAN SALE

\$330,495

TOWN/LINK MEDIAN SALE

\$190,000

APRTMNT/CONDO MEDIAN SALE

EAST GUELPH REVIEW

It's beginning to cool down on the East side of town

The trend towards a more balanced market in East Guelph continued in Q3. With sharp declines in both Number of Sales Y/Y (18%) and Q/Q (36.9%) severely impacted the usually buoyant Sales/New Listing Ratio. While there are certainly no major red flags in the data, these figures appear to be more of a reflection of much needed new construction projects finally delivered into the East-end market.

Plenty of good news in the data as well, including the continued rise of Median Sale Prices on all housing types. Q3 saw a new high-water mark for both detached homes and town/link homes.

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.

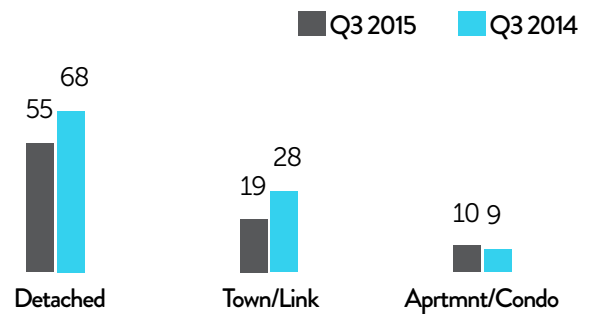
WESTGUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q3 2015 Total	\$359,900	84	99	0.85	\$358,250
Q3 2014 Total	\$349,944	105	106	0.99	\$350,000
% Change	2.9% ▲	20% ▼	6.6% ▼	14.1% ▼	2.4% ▲
Q2 2015 Total	\$325,000	116	91	1.27	\$330,000
% Change	10.7% ▲	27.6% ▼	8.8% ▲	33.1% ▼	8.6% ▲

Q3 | NEW INVENTORY

	Q3 2015	Q3 2014	TREND
Detached Homes	58	67	▼
Town/Link Homes	32	29	▲
Apartment/Condo	9	10	▼
Total	99	106	▼
Sales to New Ratio	0.85	0.99	▼

Q3 | SALES BY INVENTORY TYPE



\$394,000

DETACHED MEDIAN SALE

\$242,740

TOWN/LINK MEDIAN SALE

\$143,000

APRTMNT/CONDO MEDIAN SALE

WEST GUELPH REVIEW

Supply levels appear to be increasing ... Finally

On the heels of the strangest quarters in recent memory, Q3 saw a return to more anticipated data on the West side. The shortage of single family homes in the West has led to the 2nd highest Detached Median Sale Price in the city, fast approaching the \$400k threshold. The drastic shortage of Q2 supply appears to have corrected in Q3.

Focusing on the Q/Q numbers, New Listings (6.6%), Number of Sales (20%) and the Sales/New Listing Ratio (14.1%) were all down, while prices continued to gain ground upwards (2.4%). All signs still point to an extremely robust market on the West-side of town.

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

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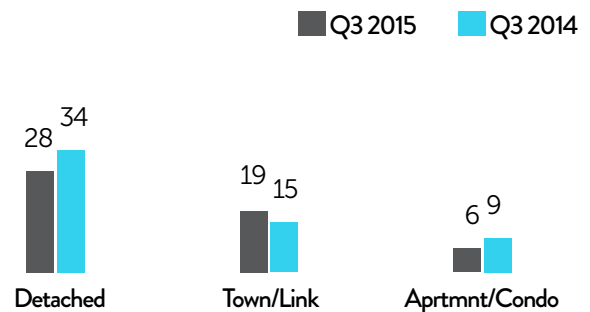
NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q3 2015 Total	\$349,900	52	57	0.91	\$333,950
Q3 2014 Total	\$329,899	58	62	0.94	\$311,000
% Change	6.1% ▲	10.3% ▼	8.1% ▼	3.2% ▼	7.4% ▲
Q2 2015 Total	\$359,000	50	63	0.79	\$344,500
% Change	2.2% ▼	4% ▲	9.9% ▼	15.2% ▲	3.1% ▼

Q3 | NEW INVENTORY

	Q3 2015	Q3 2014	TREND
Detached Homes	34	37	▼
Town/Link Homes	14	18	▼
Apartment/Condo	9	7	▲
Total	57	62	▼
Sales to New Ratio	0.91	0.94	▼

Q3 | SALES BY INVENTORY TYPE



\$356,369
DETACHED MEDIAN SALE

\$289,000
TOWN/LINK MEDIAN SALE

\$253,500
APRTMNT/CONDO MEDIAN SALE

NORTH GUELPH REVIEW

The predictable North end, was well, predictable again

Consistency across the board. Some slightly deflated figures when comparing Y/Y New Inventory (8.1%) and Number of Sales (10.3%), but the numbers are moving in unison keeping the Sales/New Ratio at an extremely high level (0.91). The town/link market shed itself of any excess inventory from Q2, with a remarkable 1.36 Sales/New Listing Ratio in the quarter.

The Median Sale Price dropped slightly from the mammoth Q2 (3.1%), but the more comparable Y/Y increase of 7.4% demonstrates plenty of strength in the North through Q3.

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 Q4 | 2015

New options coming in East Guelph

New construction on the East-side of town fuels the market. For a fast-growing area of the city, the supply of new homes into the market has been somewhat limited in recent quarters. That process is quickly changing with detached home prices reaching all-time highs and the cost of new semi-detached and town-homes new aggressively following suit. Anticipated new product to be introduced late in 2015 or early 2016 should provide some competition and much needed selection for home buyers in Q4.

The drive to be detached

Considering a move-up buy to a detached home? It's not likely to be any easier in the coming Q4. With the median sale price for detached homes up 5.5% Y/Y, typically low supply in the quarter and interest rates remaining at very low levels, the scene is set for more fast action with detached housing in Guelph.

Continued competition in every corner of the city

If you are waiting for the Guelph market to quiet down before making a purchase, you might be waiting awhile. All of the key market indicators are healthy through Q3 and with only a few minor exceptions, the full mix of housing types are all selling well.

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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