

# RIGHT ON TRACK



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

Q4<sup>2015</sup>

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

Considering 4th Q's are generally a little less active, Q4 2015 was something to behold. With respect to the Y/Y data, New Inventory was down (2.9%) while the Number of New Sales was up sharply (23.9%). The 0.98 Sales to New Listing Ratio virtually cleared the marketplace in preparation for an anticipated busy Q1.

Limited Hope for New Supply

With many of the new construction projects in the city selling out faster than anticipated, demand is continuing to out-pace supply in every corner of the city. New projects are coming, but not at a pace measurable to the increasing demand.

Growth with consistency

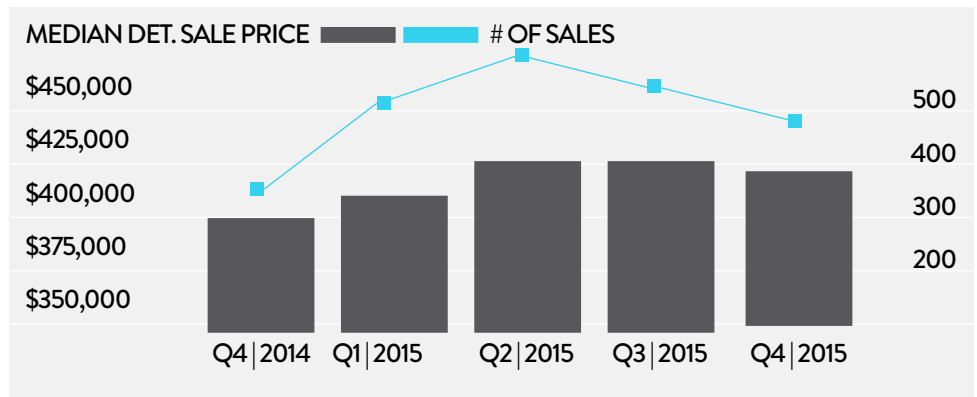
The Y/Y increase in Median Sale Price of Q4 (5.3%) was expected and very reflective of a predictable year for the Guelph market in 2015.

	Q4  2015	% Chg (Y)	Q4   2014	% Chg (Q)	Q3   2015
Median Det. Sale Price	\$395,000	5.3% ▲	\$375,000	1.2% ▼	\$399,935
Number of New Sales	436	23.9% ▲	352	19.9% ▼	544
Median Days on Market	27	1 day ▼	28	5 days ▲	22
New Inventory	443	2.9% ▼	456	34.1% ▼	672

0.98

Q4 | Sales to New Listing Ratio

This important city-wide indicator reached its highest level since we began publishing this report in 2014.



Q4 | 2015 UP & DOWN QUICK REVIEW

<b>▲71%</b>	Y/Y increase in the sales/new listing ratio in South Guelph. A serious jump up from a balanced Q3.	<b>▼1%</b>	Y/Y decrease in the sales/new listing ratio Downtown. Q4 was as steady as always in the city core.
<b>▲15%</b>	Y/Y increase in median sale price in West Guelph. The cost to become detached is rapidly increasing.	<b>▼39%</b>	Q/Q decrease in new inventory in South Guelph. Supply continued to tumble again this quarter.
<b>▲19%</b>	Y/Y increase in the sales/new listing ratio in North Guelph. An already hot region turns up the heat.	<b>▼39%</b>	Y/Y decrease in detached home new inventory in East Guelph. Look for prices to increase as supply dwindles.
<b>▲16%</b>	Q/Q increase in median list price Downtown. Big move as downtown continues to heat up.	<b>▼26%</b>	Y/Y decrease in new inventory East Guelph. Some relief with new construction options is on the way.



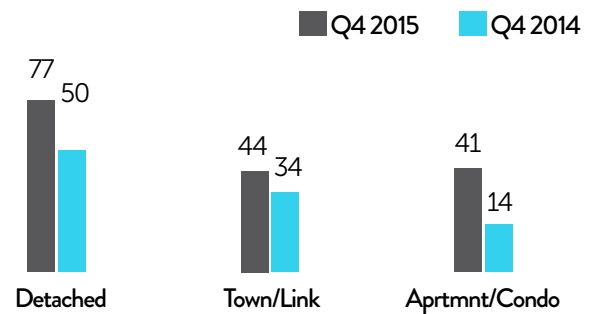
# SOUTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2015   Total	\$370,150	162	160	1.01	\$370,200
Q4 2014   Total	\$370,400	98	166	0.59	\$375,000
% Change (+/-)	0.1% ▼	65.3% ▲	3.6% ▼	71.2% ▲	1.3% ▼
Q3 2015   Total	\$409,000	208	261	0.80	\$387,500
% Change (+/-)	9.5% ▼	22.1% ▼	38.7% ▼	26.3% ▲	4.5% ▼

## Q4 | NEW INVENTORY

	Q4 2015	Q4 2014	TREND
Detached Homes	69	66	▲
Town/Link Homes	42	39	▲
Apartment/Condo	49	61	▼
Total	160	166	▼
Sales to New Ratio	1.01	0.59	▲

## Q4 | SALES BY INVENTORY TYPE



**\$465,000**

DETACHED MEDIAN SALE

**\$329,450**

TOWN/LINK MEDIAN SALE

**\$279,900**

APRTMNT/CONDO MEDIAN SALE

## SOUTH GUELPH REVIEW

### How's the demand in the South end you ask? Insatiable is our reply.

The momentum built in Q3 carried forward with fury into Q4 on the South-side of the river. The Sales to New Listing Ratio continued its out of this world pace and increased to an unprecedented 1.01. The town/link and the condo markets continued to progress well and seemed to have shaken off a year slowed by an apparent abundance of supply. Detached homes continue to be a scarcity, achieving an unreal 1.12 Sales to New Listing Ratio. Somewhat miraculously, the Median Sale Price went down both Y/Y and Q/Q. But don't let that figure sway you; the South came up all aces in Q4.

**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.

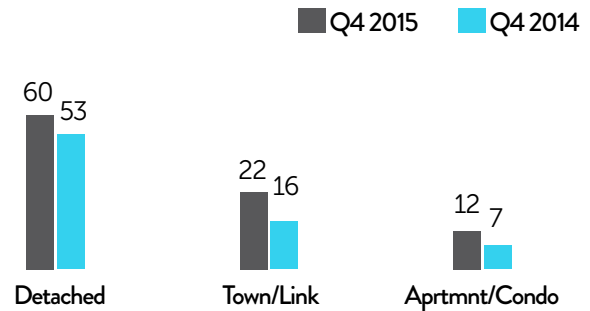
# DOWNTOWN GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2015   Total	\$359,900	94	96	0.98	\$344,450
Q4 2014   Total	\$309,900	82	83	0.99	\$297,000
% Change (+/-)	16.1% ▲	14.6% ▲	15.7% ▲	1% ▼	16% ▲
Q3 2015   Total	\$329,900	117	140	0.84	\$325,000
% Change (+/-)	9.1% ▲	19.7% ▼	31.4% ▼	16.7% ▲	6% ▲

## Q4 | NEW INVENTORY

	Q4 2015	Q4 2014	TREND
Detached Homes	64	58	▲
Town/Link Homes	18	13	▲
Apartment/Condo	14	12	▲
Total	96	83	▲
Sales to New Ratio	0.98	0.99	▼

## Q4 | SALES BY INVENTORY TYPE



**\$350,500**  
DETACHED MEDIAN SALE

**\$284,800**  
TOWN/LINK MEDIAN SALE

**\$234,450**  
APRTMNT/CONDO MEDIAN SALE

## DOWNTOWN GUELPH REVIEW

### A big leap forward this quarter in the core.

The big numbers were for the 3rd quarter in a row associated with the Median Sale Price in Downtown Guelph. A 16% (Y/Y) and 6% (Q/Q) increase in Sale Price indicates that the year-long progression upwards of the Sales to New Listing Ratio has finally being felt. The remarkable consistency of the Downtown market is evident in the almost in unison (Y/Y) increases in both New Inventory and Number of Sales, with the Sales to New Ratio remaining almost constant from a year previous. A big year for condos in the core ended with a total lack of supply being the major issue. With proposed new developments slated for late 2016 sales commencement, don't look for much change in the next few quarters. All told, a very solid quarter in the core.

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

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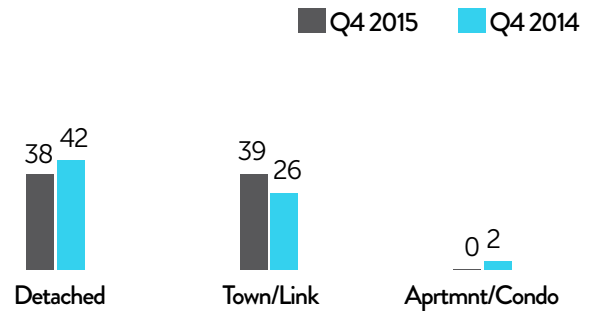
# EAST GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2015   Total	\$346,500	77	69	1.12	\$335,500
Q4 2014   Total	\$343,640	73	93	0.78	\$317,000
% Change (+/-)	0.8% ▲	5.5% ▲	25.8% ▼	43.6% ▲	5.8% ▲
Q3 2015   Total	\$359,000	82	110	0.75	\$358,500
% Change	3.5% ▼	6.1% ▼	37.3% ▼	49.3% ▲	6.4% ▼

## Q4 | NEW INVENTORY

	Q4 2015	Q4 2014	TREND
Detached Homes	36	59	▼
Town/Link Homes	32	33	▼
Apartment/Condo	1	1	▲ ▼
Total	69	93	▼
Sales to New Ratio	1.12	0.78	▲

## Q4 | SALES BY INVENTORY TYPE



**\$343,450**  
DETACHED MEDIAN SALE

**\$334,000**  
TOWN/LINK MEDIAN SALE

**\$0**  
APRTMNT/CONDO MEDIAN SALE

## EAST GUELPH REVIEW

### We appear to have a not-so-new problem on the East-side - Supply.

After several quarters of indications towards a more balanced market, Q4 saw a major adjustment back to more meteoric figures. As several new construction projects run dry of remaining inventory, the Sales to New Listing Ratio peaked an utterly unsustainable 1.12. Q1 and Q2 sees the addition of much needed new home supply back into the East end market-place that should provide some relief for purchasers.

Of particular note is the town/link market completely purging itself of any supply with a citywide high of 1.22 Sales to New Listing Ratio. This number is however poised to decrease dramatically in the coming Q's.

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

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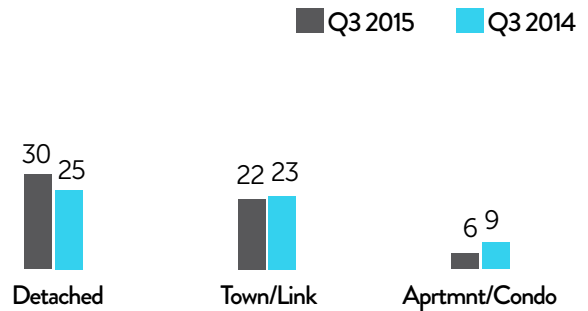
# WESTGUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2015   Total	\$319,900	58	68	0.85	\$345,950
Q4 2014   Total	\$334,900	61	73	0.84	\$299,900
% Change	4.5% ▼	4.9% ▼	6.8% ▼	1.2% ▲	15.4% ▲
Q3 2015   Total	\$359,900	84	99	0.85	\$358,250
% Change	11.1% ▼	31% ▼	31.3% ▼	▲0%▼	3.4% ▼

## Q4 | NEW INVENTORY

	Q4 2015	Q4 2014	TREND
Detached Homes	27	41	▼
Town/Link Homes	35	21	▲
Apartment/Condo	6	11	▼
Total	68	73	▼
Sales to New Ratio	0.85	0.84	▲

## Q4 | SALES BY INVENTORY TYPE



**\$398,500**  
DETACHED MEDIAN SALE

**\$254,188**  
TOWN/LINK MEDIAN SALE

**\$183,500**  
APRTMNT/CONDO MEDIAN SALE

## WEST GUELPH REVIEW

### Looking for consistency? Look no further.

Ho hum, just another ever predictable Q on the west-side. Supply and Number of Sales stayed remarkably in unison Y/Y, producing an almost exact Sales to New Listing Ratio. The continued shortage of detached homes led the West again to the 2nd highest Detached Median Sale Price in the city, falling this time just shy of \$400k.

Of note was the huge increase in Median Sale Price, up 15.4% Y/Y, a slight diversion from the relatively stable value increases usually witnessed West of the Hanlon. With very limited new construction available in the area, look for demand to stay strong and perhaps Median Sale Prices will finally top that looming \$400k threshold.

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

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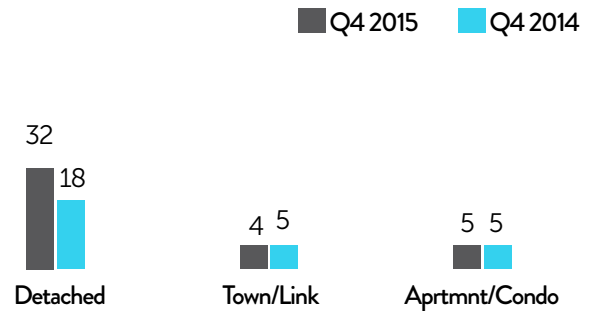
# NORTH GUELPH

	Median List Price	Number of Sales	New Inventory	Sales/New Ratio	Median Sale Price
Q4 2015   Total	\$360,000	41	41	1.00	\$355,000
Q4 2014   Total	\$323,000	36	43	0.84	\$310,000
% Change	11.5% ▲	13.9% ▲	4.7% ▼	19% ▲	14.5% ▲
Q3 2015   Total	\$349,900	52	57	0.91	\$333,950
% Change	2.9% ▲	21.2% ▼	28.1% ▼	9.9% ▲	6.3% ▲

## Q4 | NEW INVENTORY

	Q4 2015	Q4 2014	TREND
Detached Homes	32	29	▲
Town/Link Homes	6	9	▼
Apartment/Condo	3	5	▲
Total	41	43	▼
Sales to New Ratio	1	0.84	▲

## Q4 | SALES BY INVENTORY TYPE



**\$377,000**  
DETACHED MEDIAN SALE

**\$259,500**  
TOWN/LINK MEDIAN SALE

**\$292,000**  
APRTMNT/CONDO MEDIAN SALE

## NORTH GUELPH REVIEW

### There would be more sales, if there was more to sell.

A common theme in throughout Guelph seems to be particularly affecting the North end - a drastic shortage of supply. Both Y/Y (4.7%) and Q/Q (28.1%) were down in regard to New Inventory. The detached home market was a standout in the Q with a scorching 1.00 Sales/New Listing Ratio in the quarter, a 61% increase from the previous year.

The Median Sale Price continued at an aggressive pace, both Q/Q (6.3%) and Y/Y (14.5%). Don't look for prices to head the other direction anytime soon, as shortages in new construction in the North end will likely only add fuel to an already raging fire.

**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 Q1 | 2016

### The anticipated continuation of limited supply will drive prices to previously unseen levels.

With a seemingly endless number of new residents, picturesque design and its freshly crowned title of a jobs powerhouse, Guelph is poised for a huge start to 2016. Home sale prices should reach new highs in every area across our fair city, as new much needed new construction projects aren't coming to market as quickly as hoped. We see highly competitive situations as the standard for most home-buyers in Q1. Supply numbers should continue to dwindle and demand will inevitably increase in the typically brisk early spring market

### The lack of detached options is leading many families to put down long-term roots.

Detached home supply issues are forcing many current home-owners of town/link and apartment/condo homes to simply stay put longer than anticipated. We see this as a real opportunity for those looking towards "less turnkey" homes, instead opting to purchase a home with a little more renovation required to make it just right. We will see what Q1 brings, but for now let's call it a real emerging market in the city.

### Some relief is on the horizon in East Guelph.

Much needed and principally located areas of East Guelph are about to hit their stride. The highly anticipated development of the Watson/Starwood corner is about to begin. Buyers are excited, so let's hope it has been worth the wait.

### 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](http://trilliumwest.com) and get your questions answered in real-time. Yes, very cool, we know.

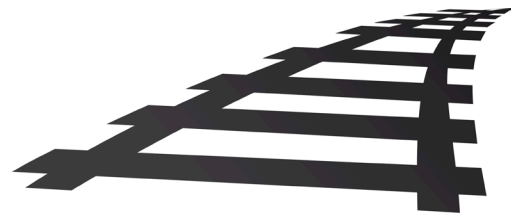
## About TRILLIUMWEST

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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