

Monthly Indicators

April 2020

While the stock market recovered some in March, the effects of COVID-19 to the economy continue to build. Since the start of the spread of COVID-19, millions of Canadians have filed for unemployment or reported their hours have been cut substantially, fueled by stay at home orders and a slowdown of economic activity across the country. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings decreased 58.2 percent for Single Family homes and 63.9 percent for Townhouse/Condo homes. Sales decreased 65.2 percent for Single Family homes and 73.2 percent for Townhouse/Condo homes. Inventory decreased 35.6 percent for Single Family homes and 18.1 percent for Townhouse/Condo homes.

Median Sales Price increased 5.7 percent to \$610,000 for Single Family homes but decreased 0.1 percent to \$420,000 for Townhouse/Condo homes. Days on Market increased 8.0 percent for Single Family homes but decreased 28.0 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 42.9 percent for Single Family homes and 12.5 percent for Townhouse/Condo homes.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Quick Facts

- 68.2%

Change in
Sales
All Properties

+ 7.2%

Change in
Median Sales Price
All Properties

- 30.8%

Change in
Homes for Sale
All Properties

This is a research tool provided by Ontario Regional Technology & Information Systems Inc, covering the Guelph & District Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		340	142	- 58.2%	994	811	- 18.4%
Sales		204	71	- 65.2%	542	517	- 4.6%
Days on Market Until Sale		25	27	+ 8.0%	29	25	- 13.8%
Median Sales Price		\$577,000	\$610,000	+ 5.7%	\$589,000	\$630,000	+ 7.0%
Average Sales Price		\$613,281	\$694,220	+ 13.2%	\$637,538	\$706,728	+ 10.9%
Percent of List Price Received		99.4%	98.2%	- 1.2%	99.0%	100.2%	+ 1.2%
Housing Affordability Index		80	80	0.0%	79	77	- 2.5%
ShowingTime Housing Value Index		202	225	+ 11.4%	—	—	—
Inventory of Homes for Sale		419	270	- 35.6%	—	—	—
Months Supply of Inventory		2.8	1.6	- 42.9%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

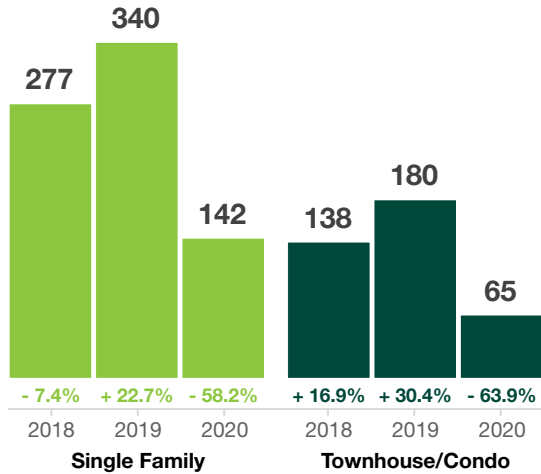


Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		180	65	- 63.9%	571	472	- 17.3%
Sales		123	33	- 73.2%	389	341	- 12.3%
Days on Market Until Sale		25	18	- 28.0%	28	20	- 28.6%
Median Sales Price		\$420,500	\$420,000	- 0.1%	\$414,900	\$450,000	+ 8.5%
Average Sales Price		\$425,707	\$428,509	+ 0.7%	\$421,467	\$464,895	+ 10.3%
Percent of List Price Received		99.7%	99.8%	+ 0.1%	99.5%	101.7%	+ 2.2%
Housing Affordability Index		93	97	+ 4.3%	94	91	- 3.2%
ShowingTime Housing Value Index		253	280	+ 10.7%	—	—	—
Inventory of Homes for Sale		155	127	- 18.1%	—	—	—
Months Supply of Inventory		1.6	1.4	- 12.5%	—	—	—

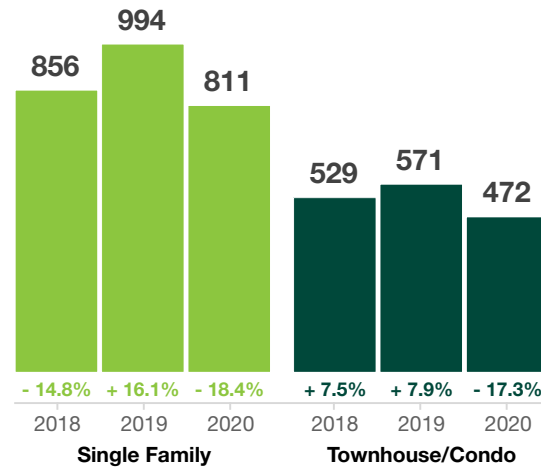
New Listings

A count of the properties that have been newly listed on the market in a given month.

April

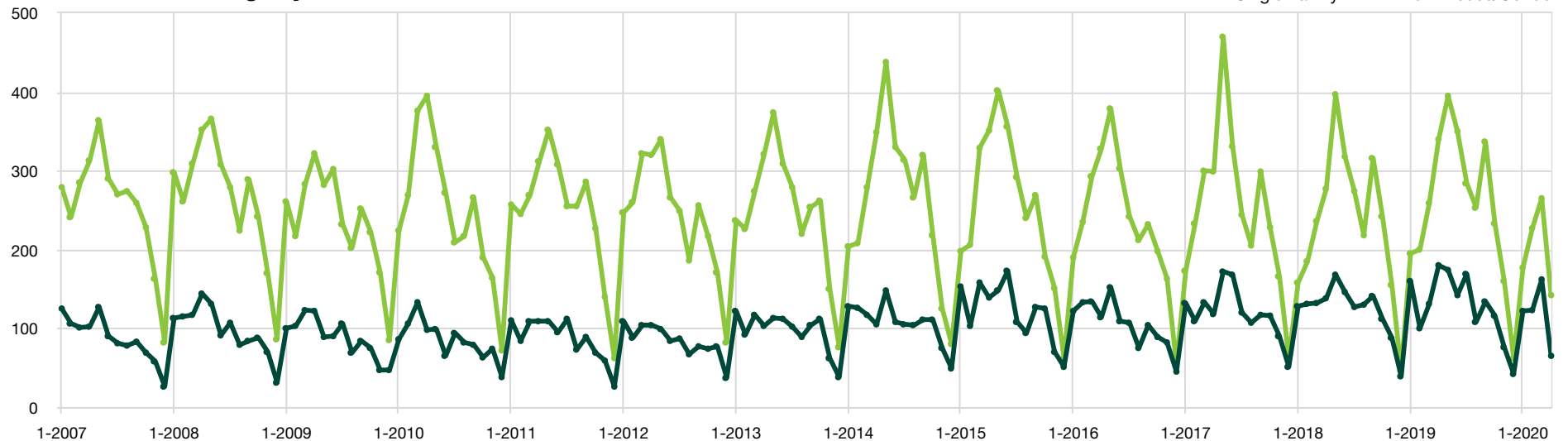


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	395	- 0.5%	174	+ 3.6%
Jun-2019	350	+ 10.1%	142	- 2.7%
Jul-2019	284	+ 3.6%	169	+ 33.1%
Aug-2019	253	+ 16.1%	108	- 16.9%
Sep-2019	337	+ 6.6%	134	- 5.0%
Oct-2019	233	- 3.7%	116	+ 3.6%
Nov-2019	160	+ 3.2%	76	- 13.6%
Dec-2019	62	+ 34.8%	42	+ 7.7%
Jan-2020	177	- 9.2%	122	- 23.8%
Feb-2020	227	+ 13.5%	123	+ 23.0%
Mar-2020	265	+ 2.3%	162	+ 23.7%
Apr-2020	142	- 58.2%	65	- 63.9%
12-Month Avg	240	- 2.8%	119	- 6.3%

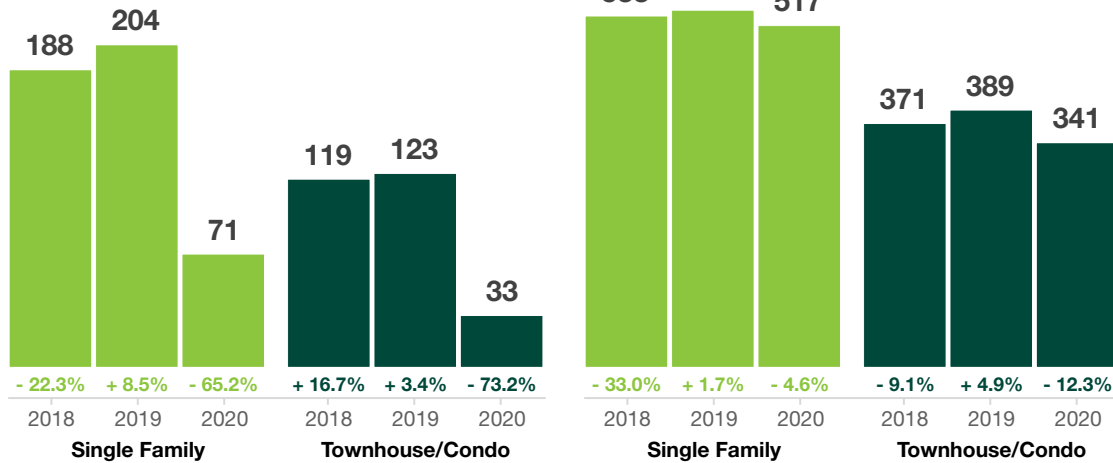
Historical New Listings by Month



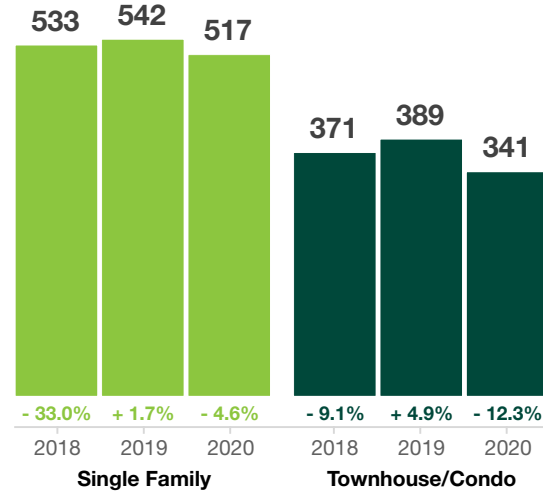
Sales

A count of the properties on which offers have been accepted in a given month.

April

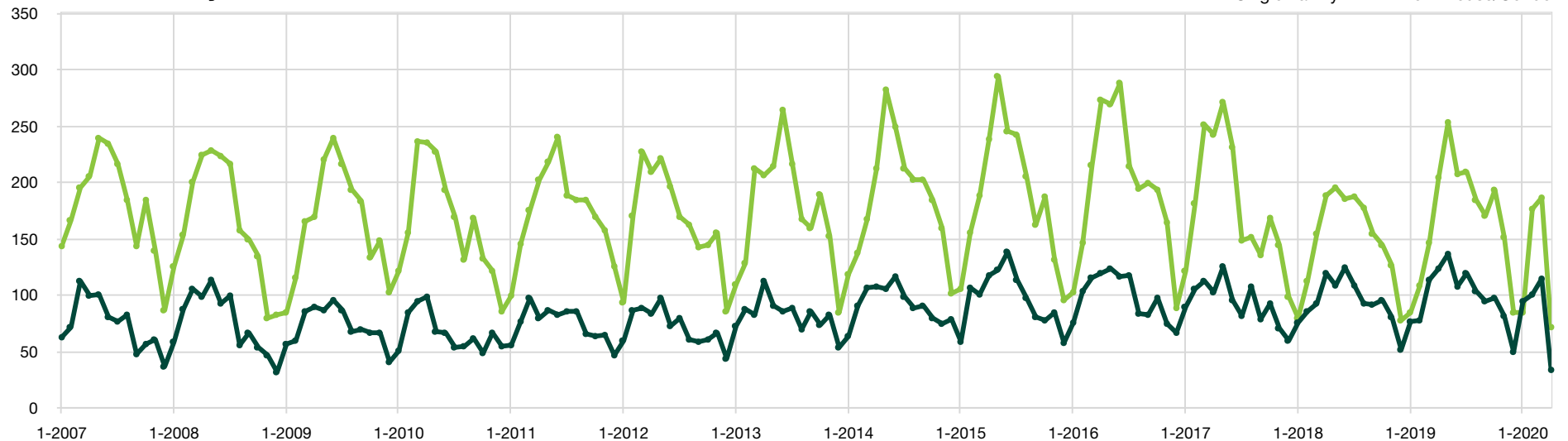


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	253	+ 29.7%	136	+ 25.9%
Jun-2019	207	+ 11.9%	107	- 13.7%
Jul-2019	209	+ 11.8%	119	+ 10.2%
Aug-2019	184	+ 4.0%	103	+ 12.0%
Sep-2019	170	+ 10.4%	94	+ 3.3%
Oct-2019	193	+ 34.0%	97	+ 2.1%
Nov-2019	151	+ 19.8%	81	+ 1.3%
Dec-2019	84	+ 9.1%	49	- 3.9%
Jan-2020	84	0.0%	94	+ 23.7%
Feb-2020	176	+ 63.0%	100	+ 29.9%
Mar-2020	186	+ 27.4%	114	+ 0.9%
Apr-2020	71	- 65.2%	33	- 73.2%
12-Month Avg	164	+ 10.1%	94	- 1.1%

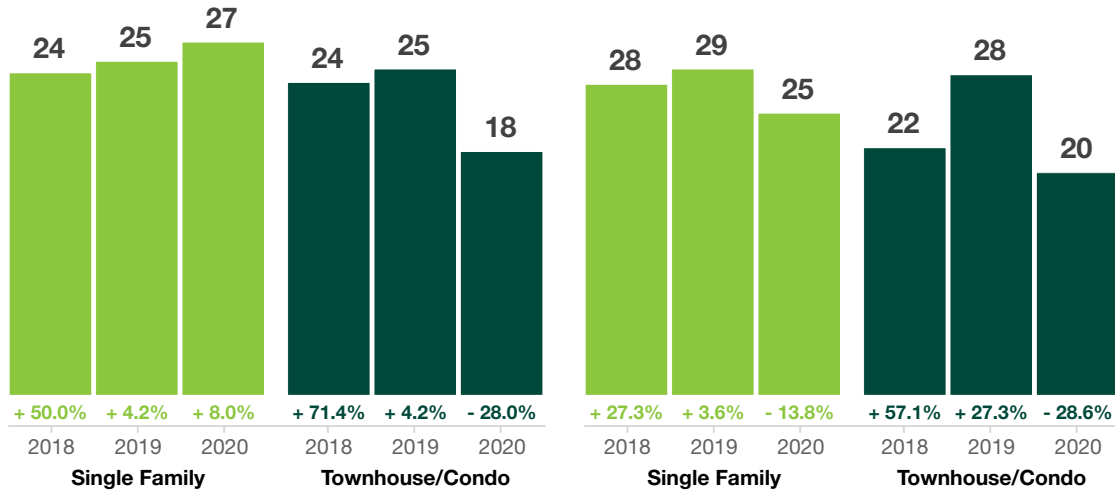
Historical Sales by Month



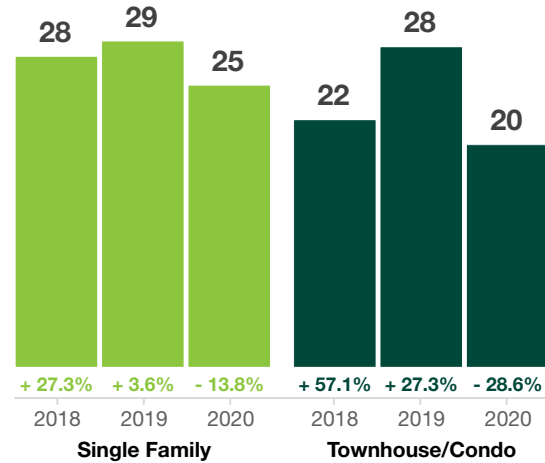
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

April



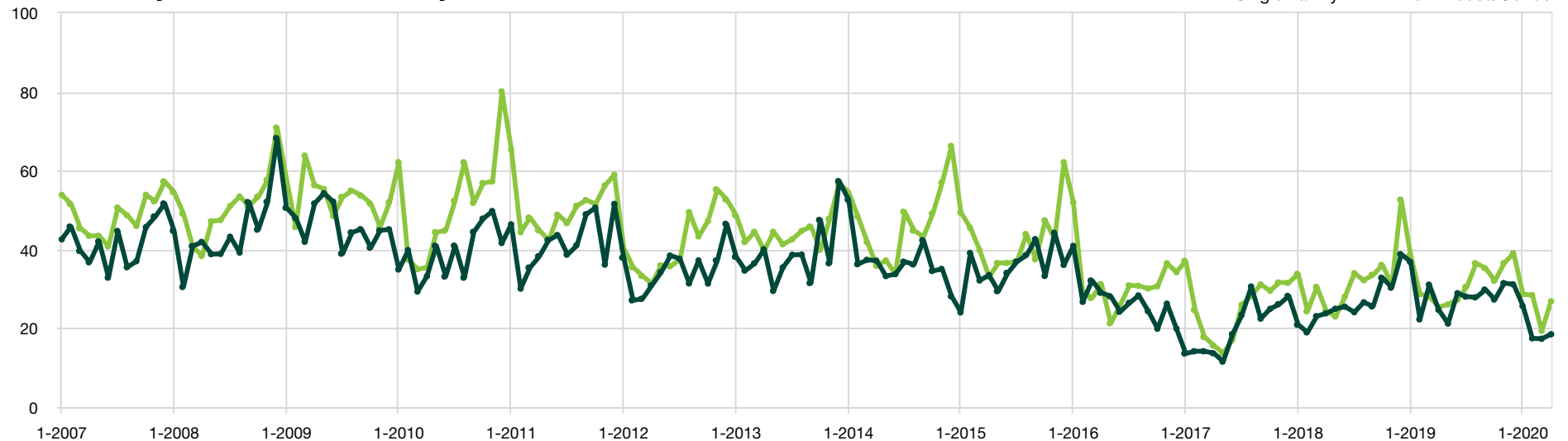
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	26	+ 13.0%	21	- 16.0%
Jun-2019	27	- 3.6%	29	+ 16.0%
Jul-2019	30	- 11.8%	28	+ 16.7%
Aug-2019	37	+ 15.6%	28	+ 3.7%
Sep-2019	35	+ 2.9%	30	+ 15.4%
Oct-2019	32	- 11.1%	27	- 18.2%
Nov-2019	37	+ 19.4%	31	+ 3.3%
Dec-2019	39	- 26.4%	31	- 20.5%
Jan-2020	29	- 25.6%	26	- 29.7%
Feb-2020	28	- 3.4%	17	- 22.7%
Mar-2020	19	- 32.1%	17	- 45.2%
Apr-2020	27	+ 8.0%	18	- 28.0%
12-Month Avg*	30	- 3.4%	25	- 9.7%

* Days on Market for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

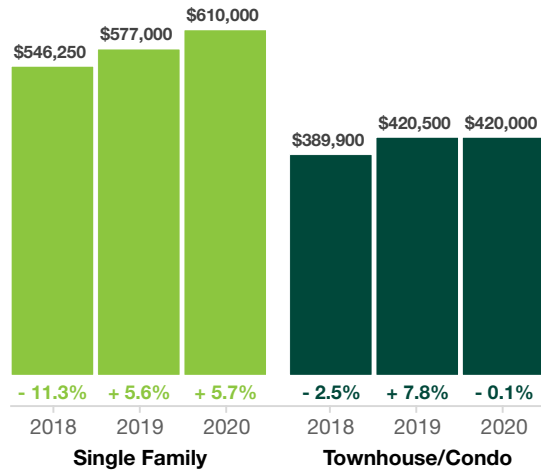


Median Sales Price

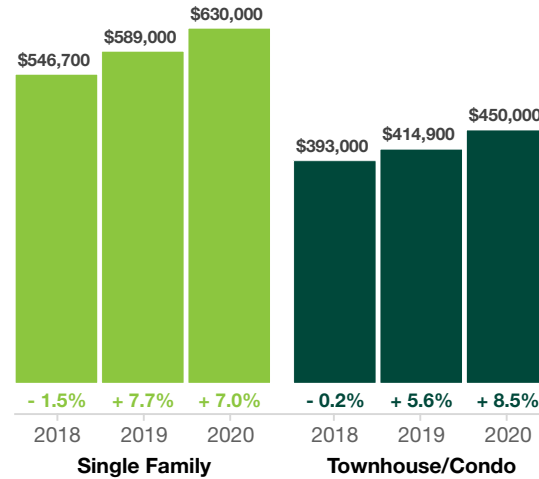
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



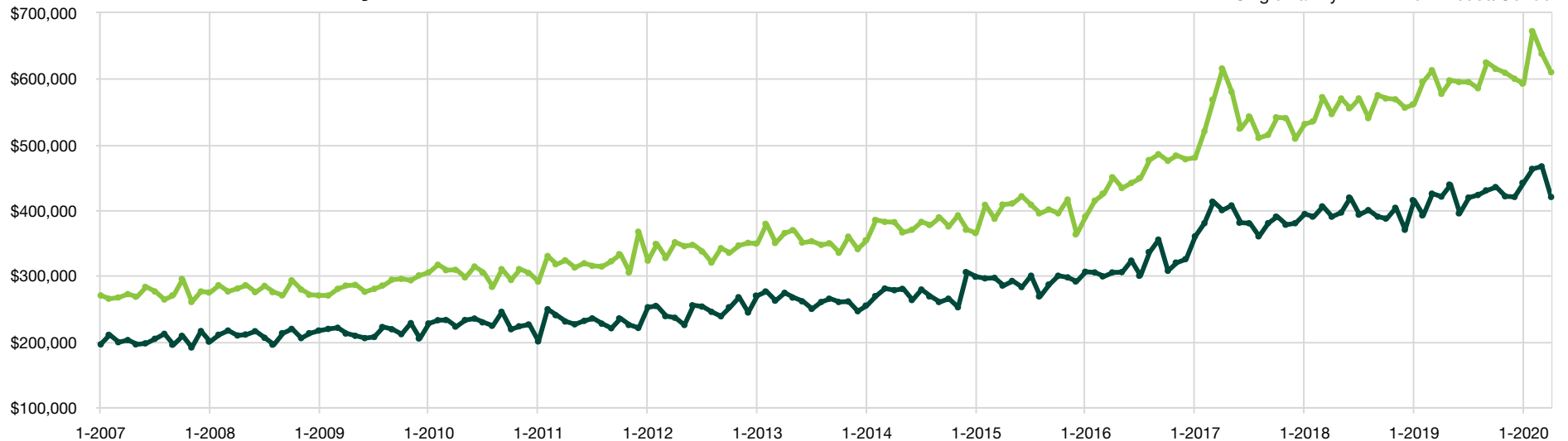
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	\$597,500	+ 4.8%	\$438,750	+ 10.7%
Jun-2019	\$595,000	+ 7.2%	\$395,000	- 5.7%
Jul-2019	\$595,000	+ 4.4%	\$419,000	+ 6.6%
Aug-2019	\$585,500	+ 8.4%	\$423,000	+ 5.8%
Sep-2019	\$624,750	+ 8.7%	\$429,950	+ 10.2%
Oct-2019	\$615,000	+ 7.9%	\$435,000	+ 12.4%
Nov-2019	\$609,000	+ 7.1%	\$421,000	+ 4.3%
Dec-2019	\$599,950	+ 7.9%	\$420,000	+ 13.5%
Jan-2020	\$592,500	+ 5.6%	\$441,500	+ 6.4%
Feb-2020	\$672,500	+ 12.9%	\$462,700	+ 18.1%
Mar-2020	\$638,000	+ 4.1%	\$466,500	+ 9.8%
Apr-2020	\$610,000	+ 5.7%	\$420,000	- 0.1%
12-Month Avg*	\$613,500	+ 7.2%	\$430,000	+ 7.0%

* Median Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

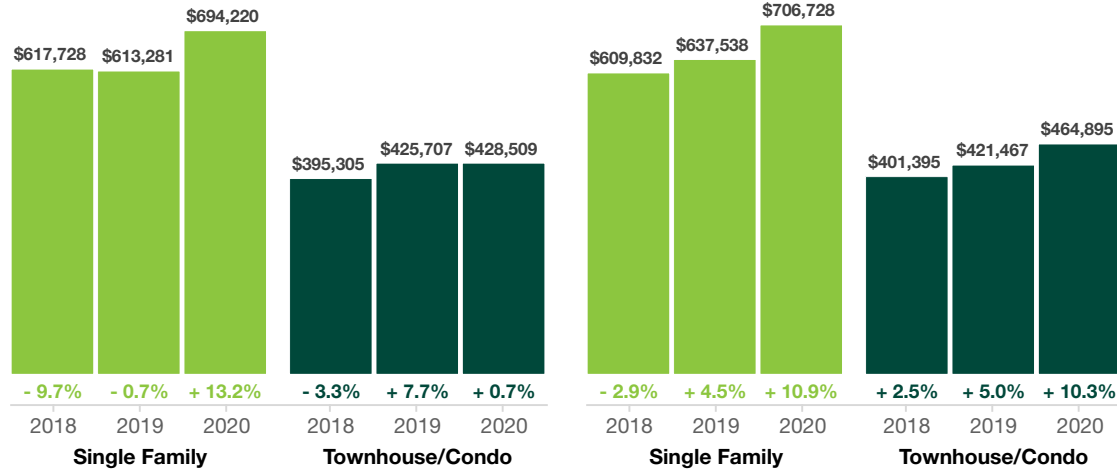


Average Sales Price

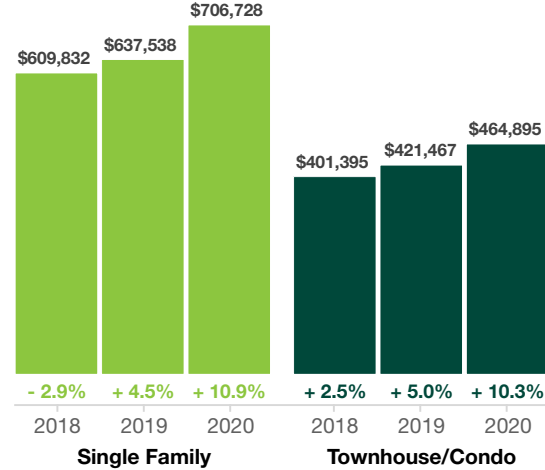
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



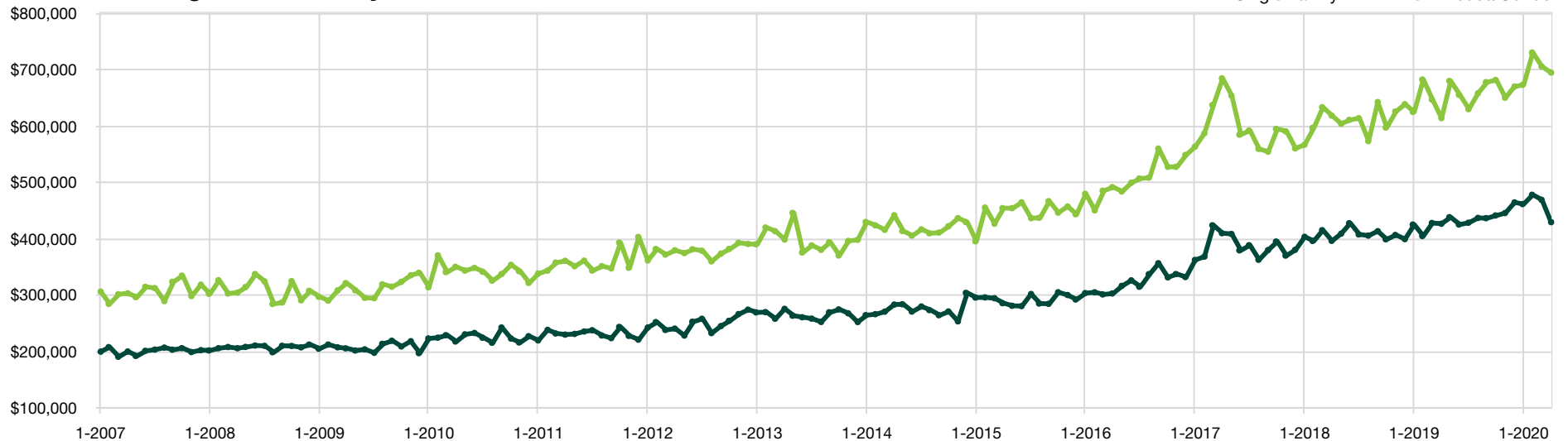
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	\$679,354	+ 12.6%	\$437,293	+ 7.2%
Jun-2019	\$654,842	+ 7.3%	\$424,329	- 0.5%
Jul-2019	\$629,332	+ 2.6%	\$427,545	+ 5.1%
Aug-2019	\$657,441	+ 14.8%	\$436,042	+ 7.8%
Sep-2019	\$677,215	+ 5.5%	\$435,574	+ 5.6%
Oct-2019	\$681,160	+ 14.2%	\$440,370	+ 10.6%
Nov-2019	\$649,512	+ 3.9%	\$444,667	+ 9.6%
Dec-2019	\$669,527	+ 4.9%	\$463,561	+ 16.4%
Jan-2020	\$672,349	+ 7.7%	\$460,602	+ 8.6%
Feb-2020	\$729,965	+ 7.0%	\$477,161	+ 18.1%
Mar-2020	\$705,042	+ 9.1%	\$468,208	+ 9.7%
Apr-2020	\$694,220	+ 13.2%	\$428,509	+ 0.7%
12-Month Avg*	\$673,889	+ 9.0%	\$445,064	+ 7.7%

* Avg. Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



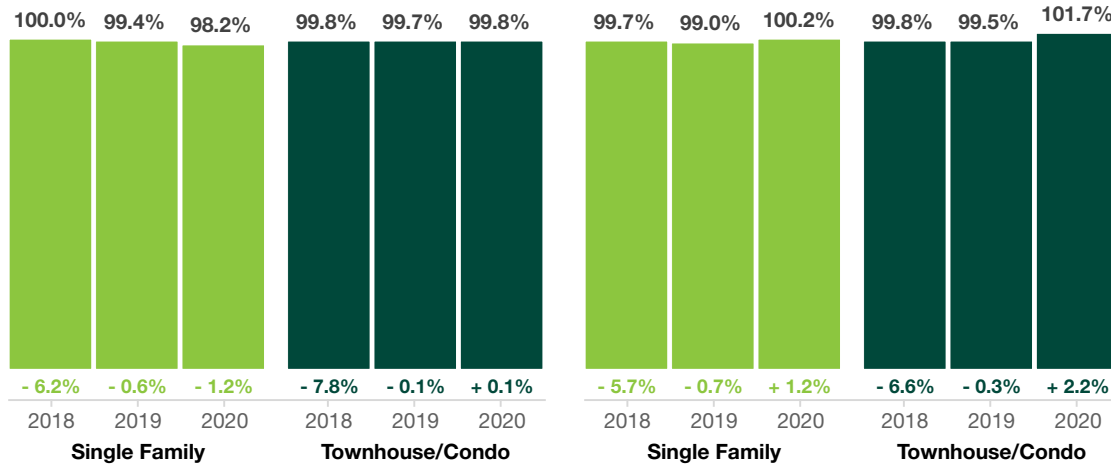
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

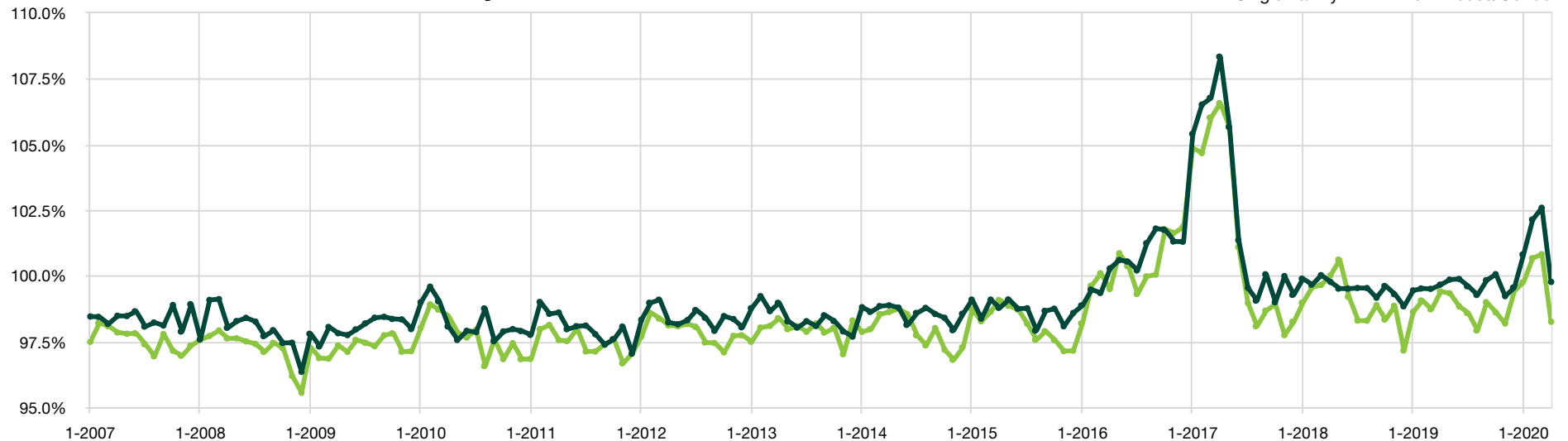
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	99.3%	- 1.3%	99.9%	+ 0.4%
Jun-2019	98.8%	- 0.4%	99.9%	+ 0.4%
Jul-2019	98.6%	+ 0.3%	99.6%	+ 0.1%
Aug-2019	97.9%	- 0.4%	99.3%	- 0.2%
Sep-2019	99.0%	+ 0.1%	99.8%	+ 0.6%
Oct-2019	98.6%	+ 0.3%	100.1%	+ 0.5%
Nov-2019	98.2%	- 0.7%	99.2%	- 0.1%
Dec-2019	99.4%	+ 2.3%	99.5%	+ 0.7%
Jan-2020	99.8%	+ 1.2%	100.8%	+ 1.4%
Feb-2020	100.7%	+ 1.6%	102.1%	+ 2.6%
Mar-2020	100.8%	+ 2.1%	102.6%	+ 3.1%
Apr-2020	98.2%	- 1.2%	99.8%	+ 0.1%
12-Month Avg*	99.1%	+ 0.2%	100.3%	+ 0.8%

* Pct. of List Price Received for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



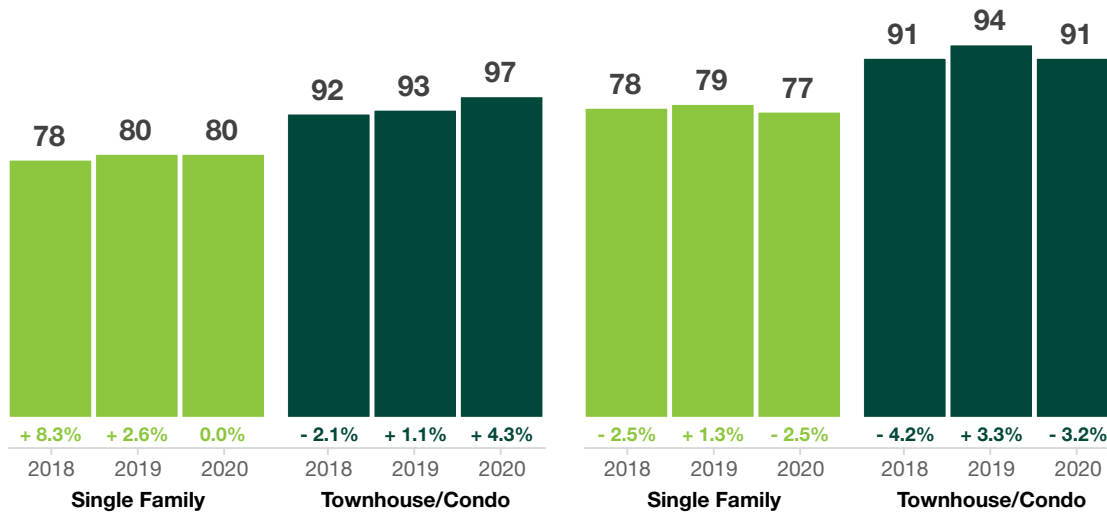
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



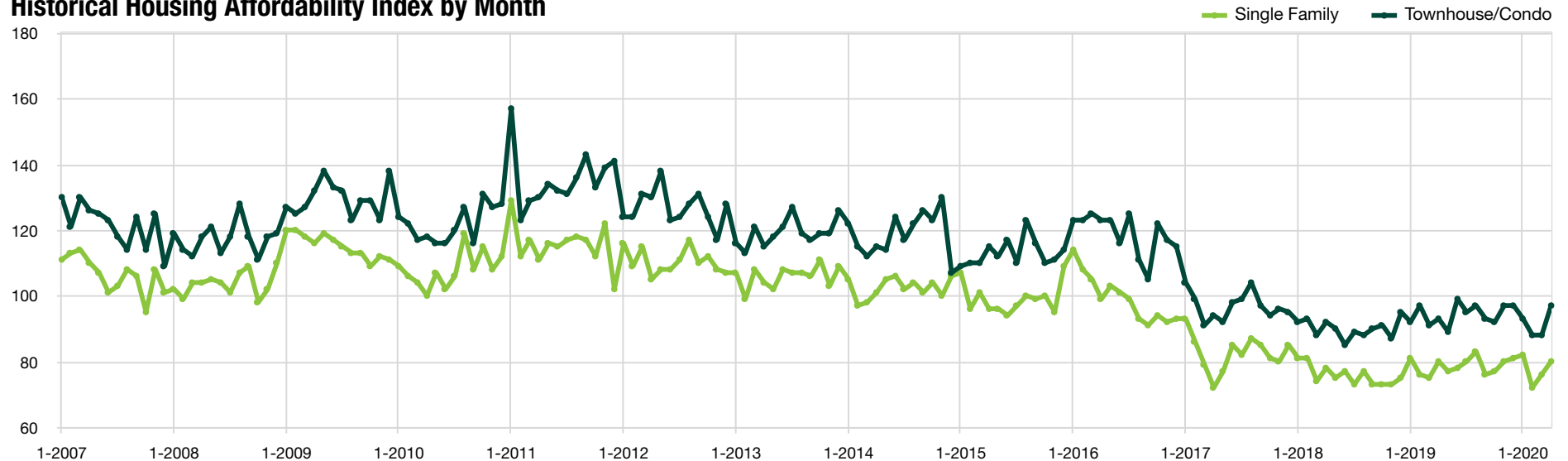
April

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	77	+ 2.7%	89	- 1.1%
Jun-2019	78	+ 1.3%	99	+ 16.5%
Jul-2019	80	+ 9.6%	95	+ 6.7%
Aug-2019	83	+ 7.8%	97	+ 10.2%
Sep-2019	76	+ 4.1%	93	+ 3.3%
Oct-2019	77	+ 5.5%	92	+ 1.1%
Nov-2019	80	+ 9.6%	97	+ 11.5%
Dec-2019	81	+ 8.0%	97	+ 2.1%
Jan-2020	82	+ 1.2%	93	+ 1.1%
Feb-2020	72	- 5.3%	88	- 9.3%
Mar-2020	76	+ 1.3%	88	- 3.3%
Apr-2020	80	0.0%	97	+ 4.3%
12-Month Avg	79	+ 3.9%	94	+ 3.3%

Historical Housing Affordability Index by Month

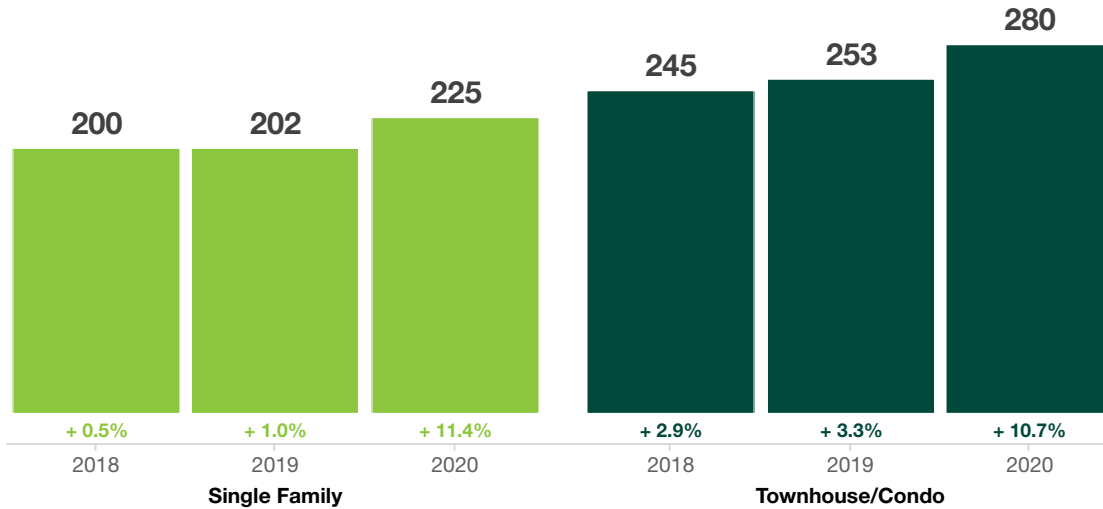


ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.



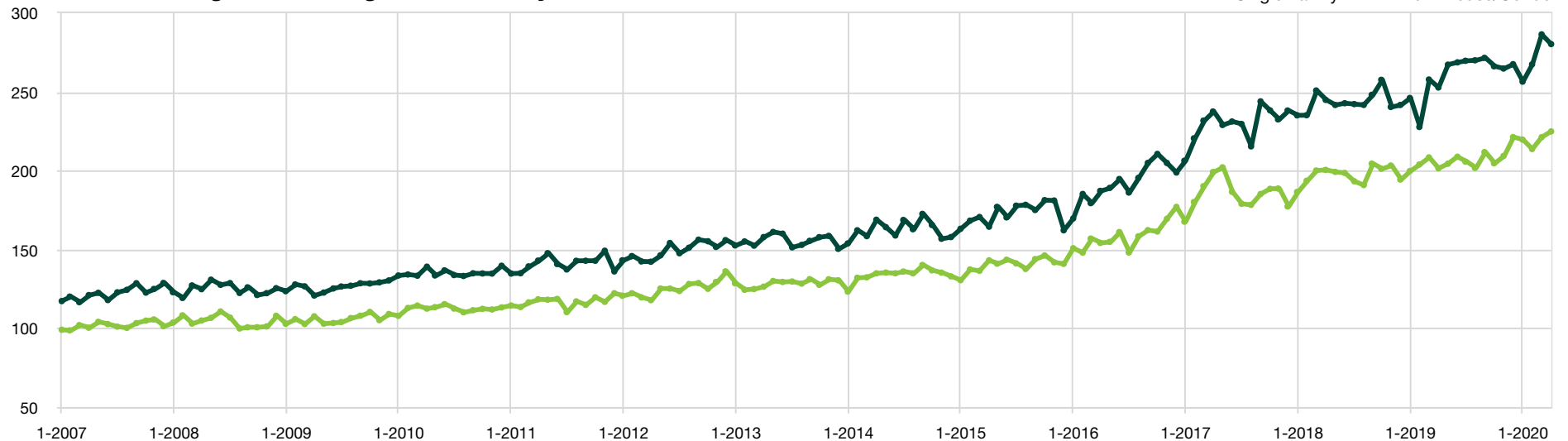
April



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	204	+ 2.5%	267	+ 10.3%
Jun-2019	209	+ 5.0%	269	+ 10.7%
Jul-2019	206	+ 6.7%	270	+ 11.6%
Aug-2019	202	+ 5.8%	270	+ 11.6%
Sep-2019	212	+ 3.9%	272	+ 9.7%
Oct-2019	205	+ 2.0%	266	+ 3.1%
Nov-2019	209	+ 3.0%	265	+ 10.4%
Dec-2019	221	+ 13.9%	268	+ 10.7%
Jan-2020	220	+ 10.0%	256	+ 4.1%
Feb-2020	214	+ 4.9%	267	+ 17.1%
Mar-2020	221	+ 6.3%	286	+ 10.9%
Apr-2020	225	+ 11.4%	280	+ 10.7%
12-Month Avg*	—	—	—	—

* Housing Value Index for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

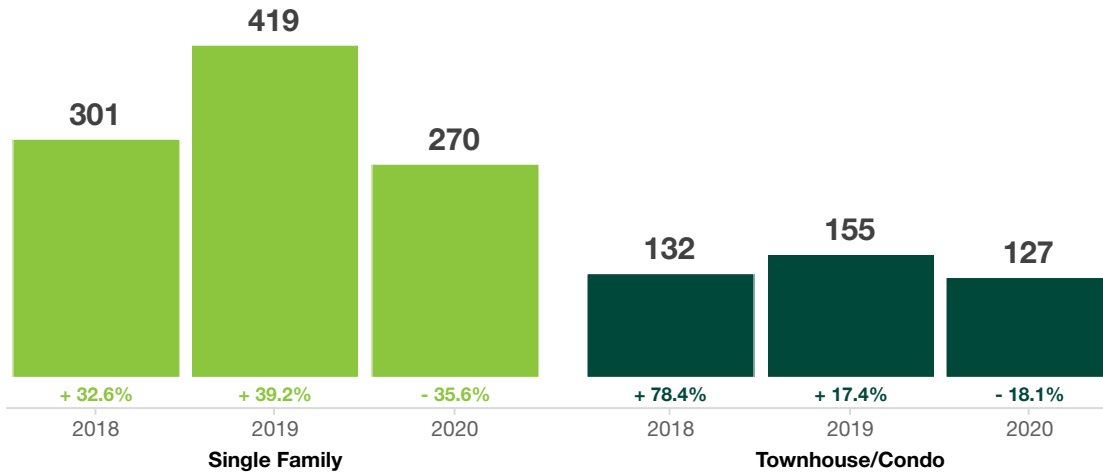
Historical ShowingTime Housing Value Index by Month



Inventory of Homes for Sale

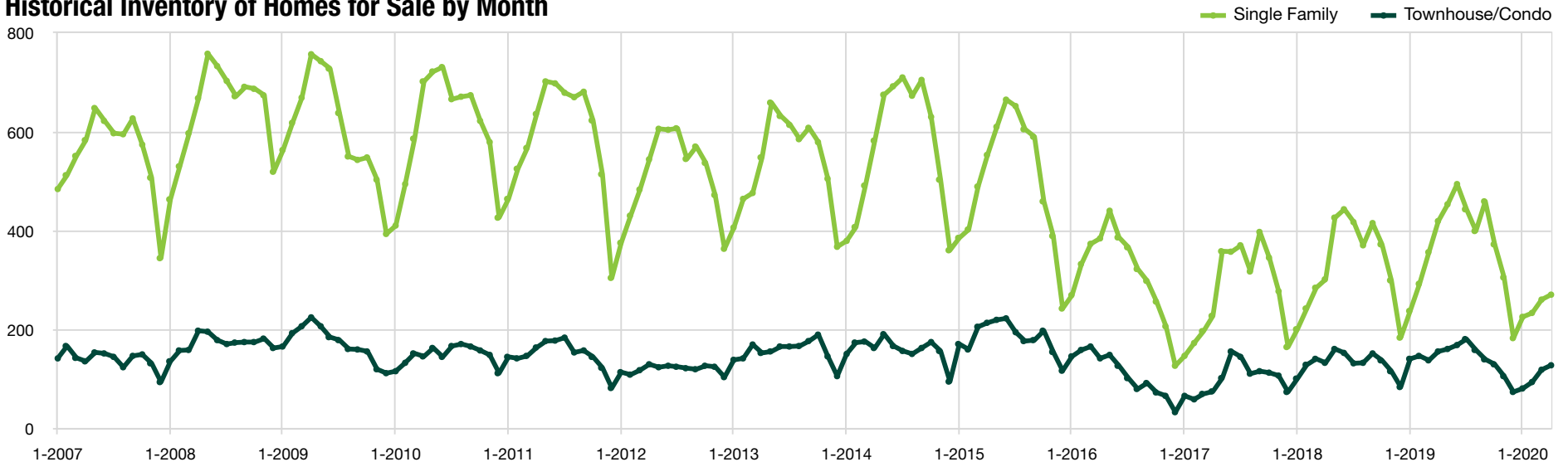
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	453	+ 6.3%	160	0.0%
Jun-2019	494	+ 11.5%	168	+ 10.5%
Jul-2019	443	+ 6.2%	180	+ 37.4%
Aug-2019	399	+ 7.8%	158	+ 19.7%
Sep-2019	459	+ 10.6%	139	- 7.9%
Oct-2019	372	0.0%	129	- 5.8%
Nov-2019	305	+ 2.0%	105	- 8.7%
Dec-2019	182	- 0.5%	73	- 12.0%
Jan-2020	225	- 5.1%	80	- 42.9%
Feb-2020	233	- 20.2%	93	- 36.3%
Mar-2020	260	- 27.0%	118	- 13.9%
Apr-2020	270	- 35.6%	127	- 18.1%
12-Month Avg	341	- 3.1%	128	- 6.6%

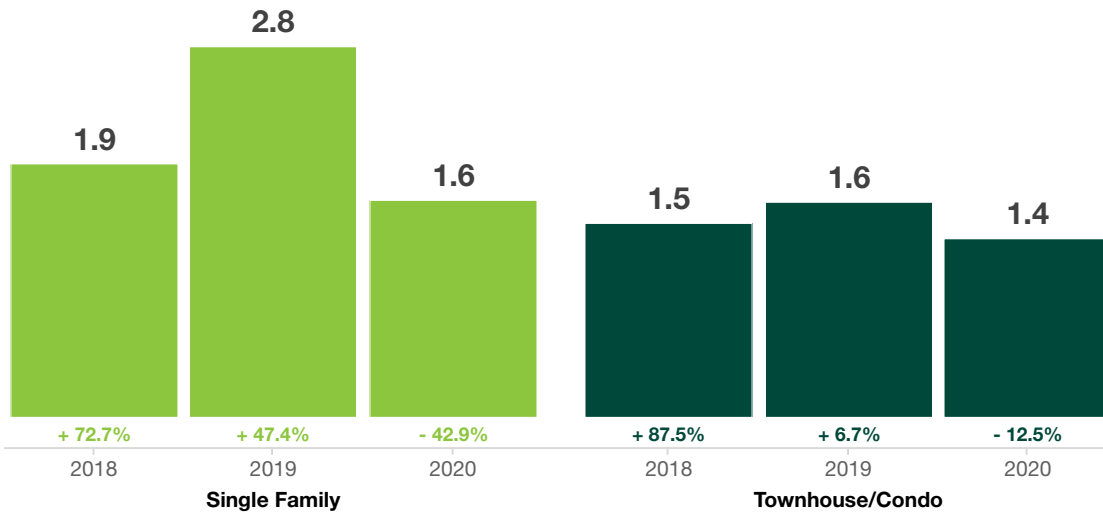
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.

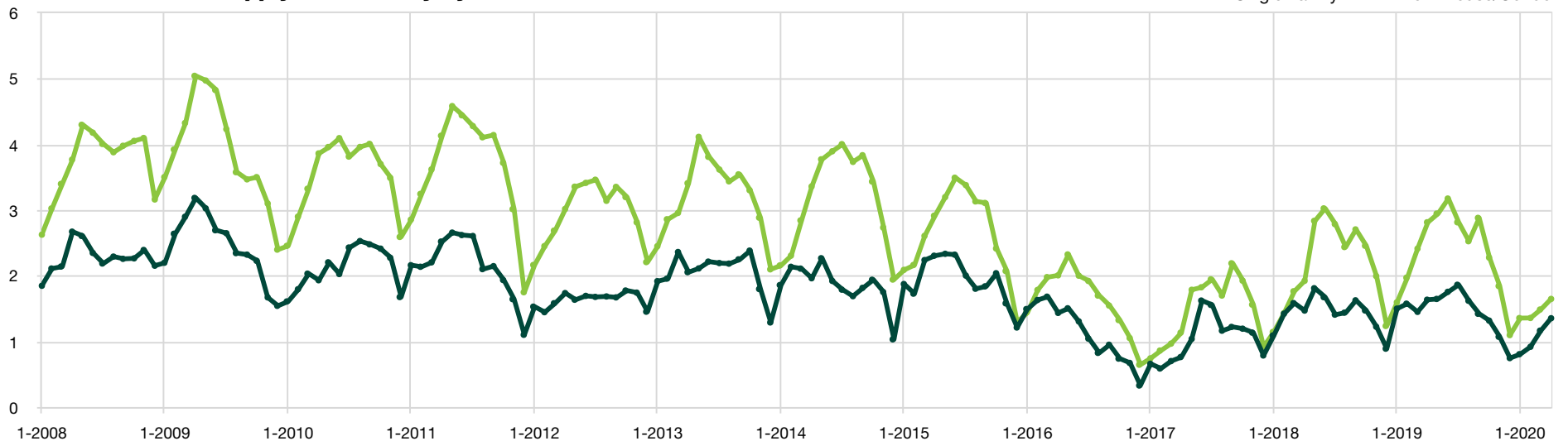
April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2019	2.9	+ 3.6%	1.6	- 11.1%
Jun-2019	3.2	+ 6.7%	1.8	+ 5.9%
Jul-2019	2.8	0.0%	1.9	+ 35.7%
Aug-2019	2.5	+ 4.2%	1.6	+ 14.3%
Sep-2019	2.9	+ 7.4%	1.4	- 12.5%
Oct-2019	2.3	- 8.0%	1.3	- 13.3%
Nov-2019	1.8	- 10.0%	1.1	- 8.3%
Dec-2019	1.1	- 8.3%	0.7	- 22.2%
Jan-2020	1.4	- 12.5%	0.8	- 46.7%
Feb-2020	1.4	- 30.0%	0.9	- 43.8%
Mar-2020	1.5	- 37.5%	1.2	- 14.3%
Apr-2020	1.6	- 42.9%	1.4	- 12.5%
12-Month Avg*	2.1	- 10.1%	1.3	- 11.4%

* Months Supply for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		520	207	- 60.2%	1,565	1,283	- 18.0%
Sales		327	104	- 68.2%	931	858	- 7.8%
Days on Market Until Sale		25	24	- 4.0%	29	23	- 20.7%
Median Sales Price		\$510,000	\$546,500	+ 7.2%	\$500,000	\$560,000	+ 12.0%
Average Sales Price		\$542,726	\$609,908	+ 12.4%	\$547,160	\$610,615	+ 11.6%
Percent of List Price Received		99.5%	98.7%	- 0.8%	99.2%	100.8%	+ 1.6%
Housing Affordability Index		91	89	- 2.2%	93	87	- 6.5%
ShowingTime Housing Value Index		219	241	+ 10.0%	—	—	—
Inventory of Homes for Sale		574	397	- 30.8%	—	—	—
Months Supply of Inventory		2.4	1.5	- 37.5%	—	—	—