

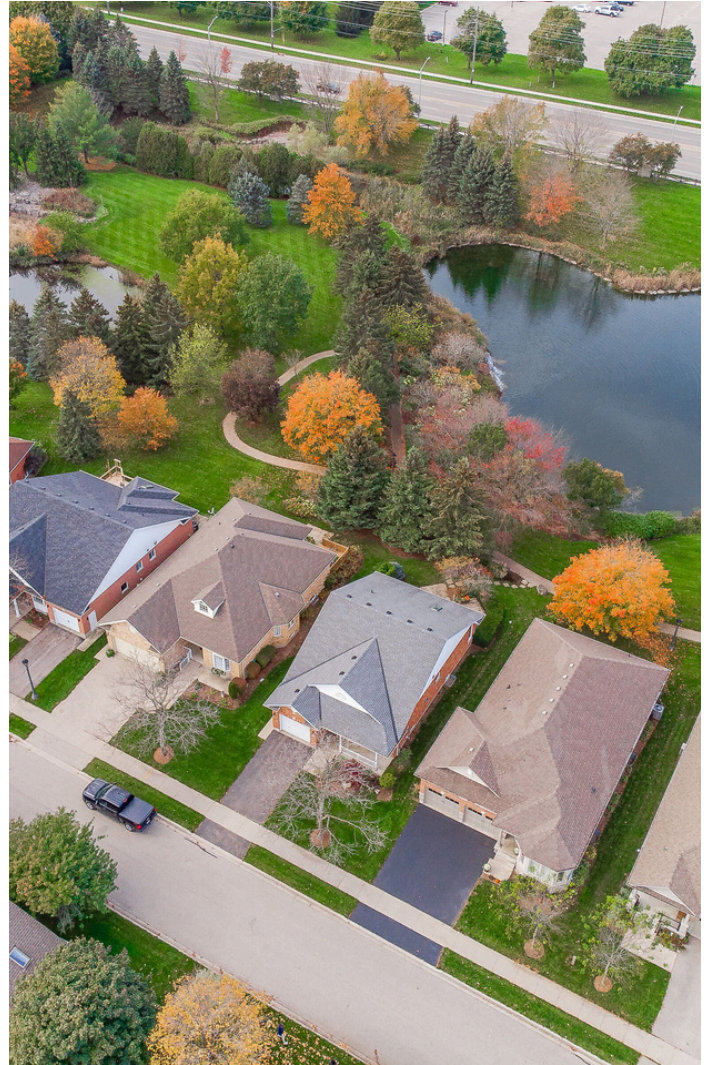
VBA '24

YEAR-IN-REVIEW

TYSON HINSCHBERGER | BROKER OF RECORD

THE VILLAGE BY THE ARBORETUM'S LEADERS IN SALES SINCE 2011





From the Broker's Desk

This year begins Planet Realty's 15th year of serving the VBA, and it remains as much a priority for our team as it's ever been. We value our relationships and our commitment to this award-winning community. At the turn of the calendar, Planet Realty underwent a leadership change, as I assumed the role of Broker of Record from our longtime President, Karen Kessel. Karen has been a fundamental constant in my career & was gracious enough to afford me the education in all things Village by the Arboretum when my career began here in 2012. I'm excited to take on this new position and help to further entrench our team as the most exemplary real estate option for you, in terms of our unparalleled service & outstanding results, alongside our other talented counterparts, Megan Webb & Henry Wallen.

Over the last three years, we have seen peak volatility in the real estate market. From record high prices, to scarce sales, to now a flood of sales & thankfully, stable values. It is in these times that a constant finger on the pulse is the key to optimal timing & strategy. We look forward to continuing to assist residents and VBA newcomers for another 15 years & beyond. I hope you always feel welcome to reach out with any questions, thoughts or feedback on the market, the community or just to catch up over a coffee & chat at our on-site office.

- Tyson

TYSON HINSCHBERGER
BROKER OF RECORD, PLANET REALTY

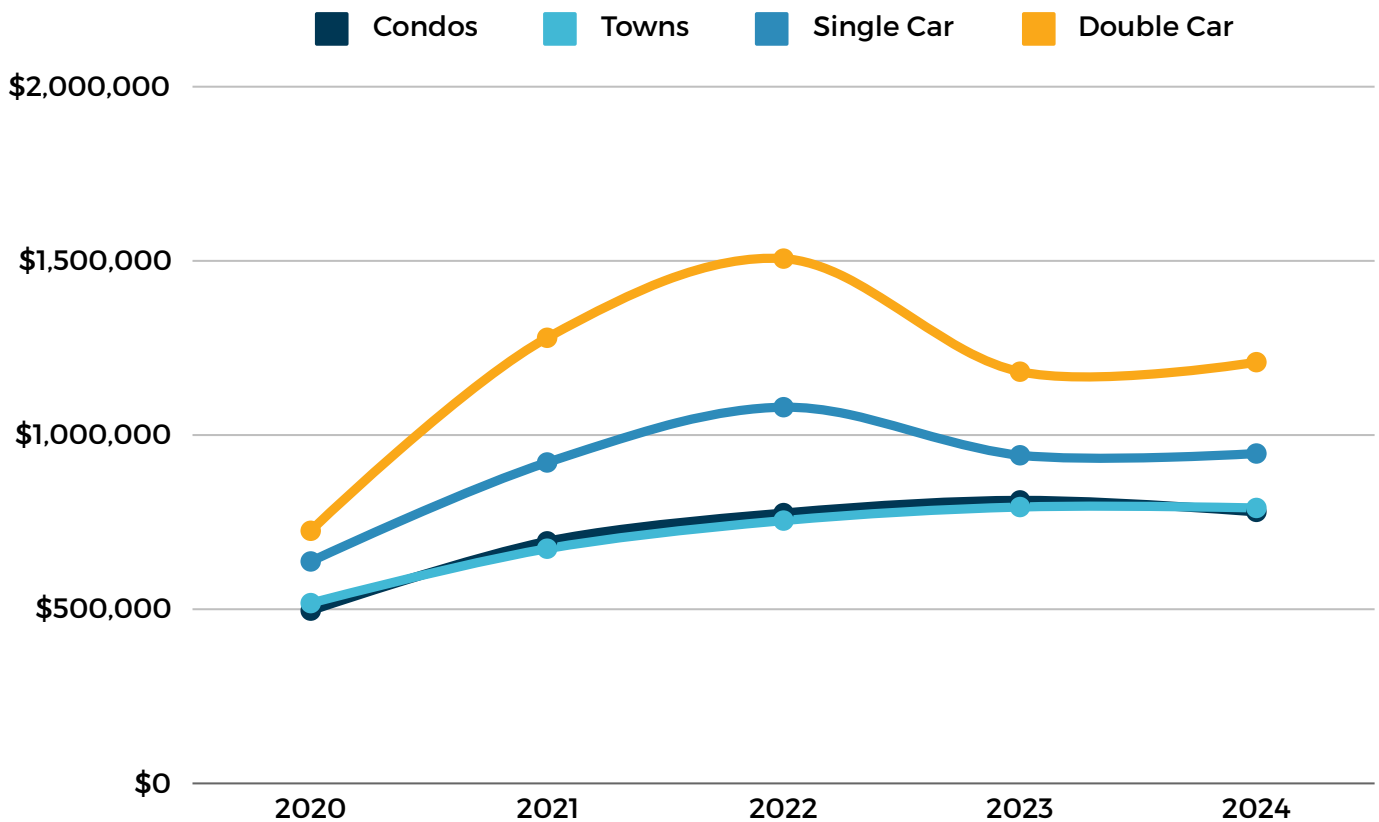


'24 Summary Overview

The following pages are meant to give the reader an overview of the Village real estate landscape. A microcosm of the greater real estate market, the Village experiences unique ebbs and flows each year based on supply, diversity of properties for sale & the mobility of buyers entering the Village. For simplicity, we split the market into 4 main types of homes: Condo Apartments, Towns/Semis & Detached Homes with both Single- & Double-Car Garages. You're always welcome to reach out for more granular context on your own home.

2024 saw 46 sales in the Village by the Arboretum, which was up from a fifteen-year low of 26 in 2023, a 77% increase in sales activity. With that came only moderate impacts on sale prices- with condos seeing the biggest gains (on a price per square foot basis) on the back of two, grand, remodeled suites on the first floor of the Hampton Suites at 71 Bayberry Drive. The days on market numbers grew dramatically, as buyers had ample inventory to choose from throughout 2024.

VBA AVERAGE PRICE HISTORY



Prices Holding Steady Despite, Outside Market Decline & Large Volume of Sales

2024 began with the **most property ever for sale at one time** in the Village by the Arboretum. At peak, there were 18 properties for sale in January.

This was a spillover of listings from the second-half of 2023, which saw one of the most precipitous declines in the pace of sales that we'd ever experienced.

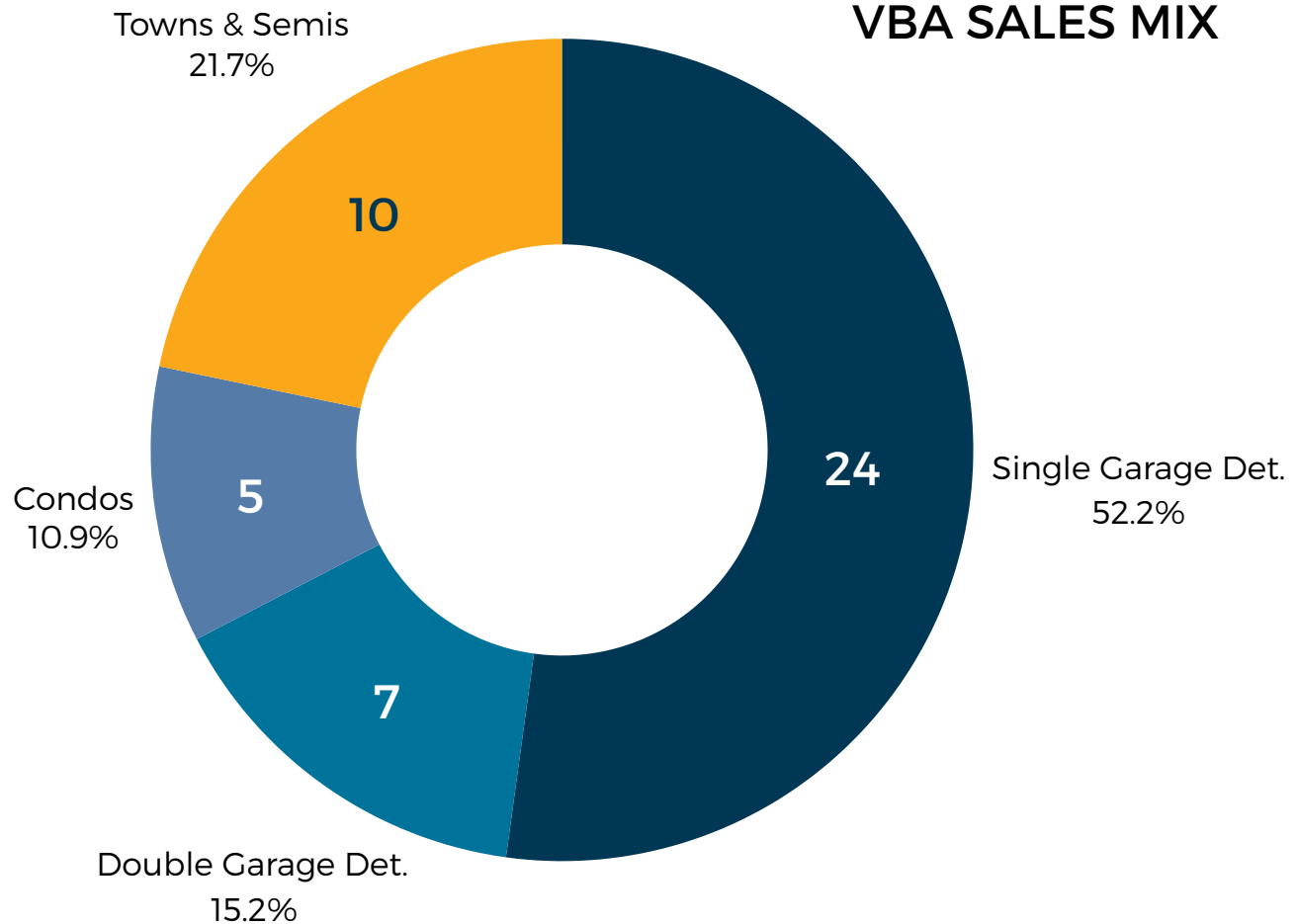
Overall though, the VBA has been remarkably resilient in terms of holding its value- faring far better than the outside real estate market. According to Jon Flynn, the **average price in Wellington County** has fallen from **\$1.093M at peak**, to a **Feb. 2025 average of \$802,000**.

All the while, the **prices of townhomes, and condos on a per-square foot basis, are actually up overall** from the broader market peak in February 2022! The only property type to see considerable declines are the largest homes with double garages- and that makes some sense given that they experienced a growth trajectory that outpaced all other property types leading up to that market peak.

Average Prices for 2024

- Double-Car Detached - **\$1,209,241** ▲ 2.31%
- Single-Car Detached - **\$947,008** ▲ 0.53%
- Townhome/Semis - **\$790,750** ▼ 0.33%
- Condominiums - **\$779,500** ▲ 4.44% (PPSF)

VBA SALES MIX



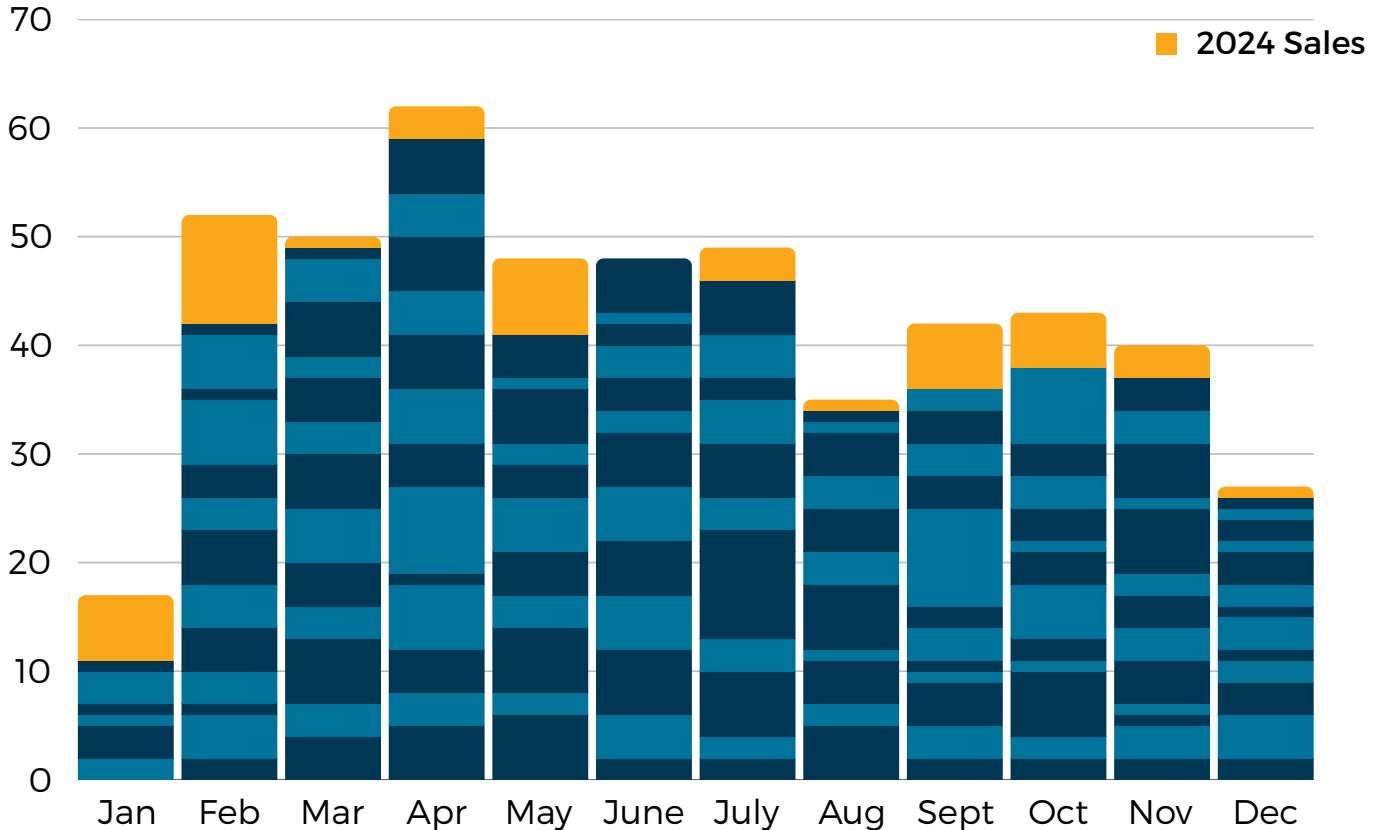
Record Number of Detached Homes with Single Garages Sold in 2024

24 detached homes with a single-garage sold in 2024 which was the **highest volume of a given property type in a calendar year**, tied with the number of those homes that sold in 2013. 2013, of course, was the year Arbour Trails opened, leading to the most VBA sales ever in one year as residents flocked to the new building to secure their preferred suite on Day 1.

Overall, sales of the remaining property types fell within their normal range for a given year, which helped to establish stability in the market & not create an air of over-saturation as demand for the VBA remained constant. 5-12 of each of these types of homes is what we've come to expect annually.

One trend we began to see in 2024 was the shift in demand towards smaller homes by local buyers. Traditionally, people who retired to the VBA from elsewhere in Guelph were largely able to fund their purchase with the sale of their former home. As buyers from the GTA found the VBA a great fit- the price growth and subsequent rigidity has led to local buyers having to adjust their expectations. The downsize from Guelph may not afford someone the same home they could've before- so we can expect that the demand for lower-priced homes in the VBA will ramp up. Combined with the fact that there hasn't been a townhome listed in the VBA in roughly 6 months, **2025 may very well be the year of the townhomes!**

VBA SALES BY MONTH



February 2024 Sets a Record for Most Sales in One Month with 10

A typical month in the VBA has seen anywhere between 1 and 6 homes sell, en route to an annual average in the 30-40 range. Historically, the VBA has been immune to large seasonal swings in sales volume, evinced by the chart above. Sales in the broader real estate market would climb from January to a peak in May, that then falls -barring the odd late-summer bump.

2024 was far from a typical year however, with its 46 sales amounting to the 3rd highest figure in the VBA's history. It was also the busiest Q1 since we began tracking the data in 2011. The **17 sales in Q1 2024 was 5 more sales than the next highest first quarter** in our history of record-keeping.

That also ran contrary to the 5- and 10-year trends in the VBA which would've suggested that 1.1 to 1.4 sales would be typical for any given January.

By contrast, the second half of 2023 saw only 10 total sales- including only 5 sales after July. These "feast or famine" market conditions are a microcosm of broader real estate market trends that have seen market forces shift week-to-week, as opposed to quarterly or annually as they have historically.

Planet Realty was once again successful in reaching the 50% of VBA sold listings plateau for the 9th time in our history. This means that **1 of every 2 VBA sellers was represented by our expert, on-site team!**



Renovations Galore: Incredible Craftsmanship on Display in VBA

written by Megan Webb / photos by Ground2Air Media

As more VBA residents, new and established, are considering cosmetic renovations on their homes, we took it upon ourselves this year to revisit some of the homes that have had a host of renovations done to see how beautifully some of our VBA clients have blended the timeless VBA architecture with a host of modern and contemporary trends. We were blown away by what some of you have done!

GETTING YOUR HOME RE-SALE READY

We published our 5 best tips for quick & impactful updates you can do in preparing your home for sale. This brochure is yours, free- just ask at our office, or call & we can deliver you one!

Commonly, a modern, updated kitchen with new cabinetry, countertops, and appliances can transform the heart of the home, increasing functionality and aesthetic appeal. Similarly, the addition of hardwood or luxury vinyl flooring throughout the home can modernize its look while improving durability and ease of maintenance. For us, these renovations elevate a home's overall marketability, allowing it to compete with newer builds and at a superior price-point. For buyers, these updates reduce the need for immediate upgrades, making your home an attractive option in a competitive real estate market. **We are always happy to provide free input on your reno plans from a resale & return-on-investment perspective!**

By The Numbers...

VBA DETACHED HOMES

Single Detached – Single Car Garage

	2021	2022	2023	2024
# of Homes Sold	12	9	6	24
Average List Price	\$821,508	\$1,063,155	\$986,566	\$976,058
Average Sale Price	\$921,300	\$1,079,978	\$941,983	\$947,008
% Change in Sale Price	+ 44.59%	+ 17.22%	- 12.78%	+ 0.53%
Avg. Days on Market	12	14	30	46
Percentage of Asking Price	112.15%	101.58%	95.48%	97.02%

Single Detached – Double Car Garage

	2021	2022	2023	2024
# of Homes Sold	6	4	7	7
Average List Price	\$1,013,223	\$1,537,575	\$1,283,500	\$1,248,371
Average Sale Price	\$1,279,225	\$1,506,500	\$1,181,914	\$1,209,241
% Change in Sale Price	+ 76.39%	+ 17.77%	- 21.55%	+ 2.31%
Avg. Days on Market	6	18	48	53
Percentage of Asking Price	126.25%	97.98%	92.09%	96.87%

*The above information has been sourced from MLS and the Guelph & District Association of Realtors, and Planet Realty Exclusive Sales. As at January 1, 2025. E. & O.E.

By The Numbers...

VBA TOWNS, SEMIS & CONDOS

Townhomes

	2021	2022	2023	2024
# of Homes Sold	5	8	4	10
Average List Price	\$659,920	\$729,288	\$737,422	\$803,820
Average Sale Price	\$673,760	\$769,300	\$793,375	\$790,750
% Change in Sale Price	+ 30.17%	+ 14.18%	+ 3.13%	- 0.33%
Avg. Days on Market	8	15	12	39
Percentage of Asking Price	102.10%	105.49%	107.59%	98.37%

Condominiums

	2021	2022	2023	2024
# of Suites Sold	9	12	9	5
Average List Price	\$641,011	\$781,600	\$822,711	\$802,900
Average Sale Price	\$694,856	\$780,083	\$812,422	\$779,500
Price Per Sq. Ft.	\$458.55	\$528.86	\$541.25	\$565.26
% Change in PPSF	+ 30.17%	+ 15.33%	+ 2.34%	+ 4.44%
Avg. Days on Market	8	22	19	45
Percentage of Asking Price	108.40%	99.81%	98.74%	97.09%

*The above information has been sourced from MLS and the Guelph & District Association of Realtors, and Planet Realty Exclusive Sales. As at January 1, 2025. E. & O.E.