



2020 MAY

GUELPH/ERAMOSA Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

Sales and listing activity were still significantly down this month. The effects of COVID-19 had a big impact on this small sample size.



May sales volume of \$6,540,999

Down 56.58% from 2019's \$15,064,000 with unit sales of 8 down 63.64% from last May's 22. New listings of 16 are down 65.22% from a year ago, with the sales/listing ratio of 50% up 2.17%.



Year-to-date sales volume of \$41,574,136

Down 24.84% from 2019's \$55,311,800 with unit sales of 48 down 30.43% from 2019's 69. New listings of 87 are down 42% from a year ago, with the sales/listing ratio of 55.17% up 9.17%.



Year-to-date average sale price of \$815,425

Down from \$833,925 one year ago with median sale price of \$704,250 down from \$740,000 one year ago. Average days-on-market of 51.6 is up 6.6 days from last year.

MAY NUMBERS

Median Sale Price

\$803,000

+8.51%

Sales Volume

\$6,540,999

-56.58%

Unit Sales

8

-63.34%

New Listings

16

-65.22%

Expired Listings

3

-50%

Unit Sales/Listings Ratio

50%

+2.17%

*Year over year comparison
(May 2019 to May 2020)*

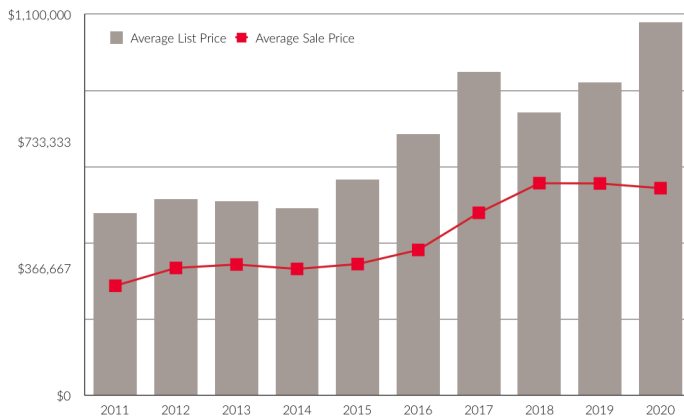


THE MARKET IN DETAIL

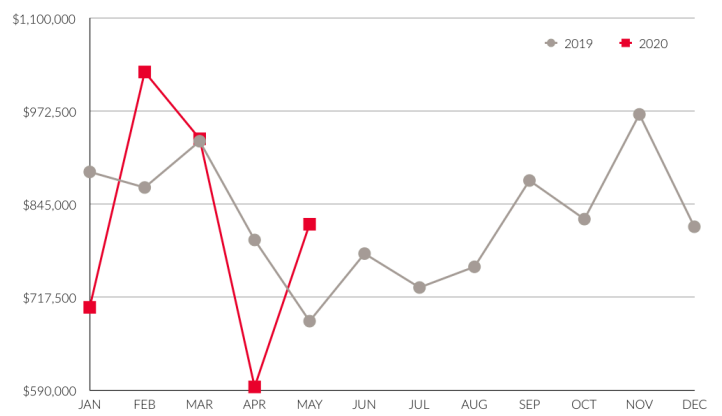
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$50,353,288	\$55,311,800	\$41,574,136	-24.84%
YTD Unit Sales	60	69	48	-30.43%
YTD New Listings	146	150	87	-42%
YTD Sales/Listings Ratio	41.10%	46%	55.17%	+9.17%
YTD Expired Listings	12	23	16	-30.43%
May Volume Sales	\$14,213,900	\$15,064,000	\$6,540,999	-56.58%
May Unit Sales	19	22	8	-63.64%
May New Listings	43	46	16	-65.22%
May Sales/Listings Ratio	44.19%	47.83%	50%	+2.17%
May Expired Listings	5	6	3	-50%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	3	3	0	Down from 3
YTD Sales: Under \$350K-\$549K	13	8	7	-12.5%
YTD Sales: Under \$550K-\$749K	18	27	15	-44.44%
YTD Sales: Under \$750K-\$999K	16	18	15	-16.67%
YTD Sales: \$1M+	10	13	11	-15.38%
YTD Average Days-On-Market	45.4	45	51.6	+14.67%
YTD Average Sale Price	\$835,098	\$833,925	\$815,425	-2.22%
YTD Median Sale Price	\$695,000	\$740,000	\$704,250	-4.83%

Wellington County MLS Sales and Listing Summary
2018 vs. 2019 vs. 2020

AVERAGE SALE PRICE

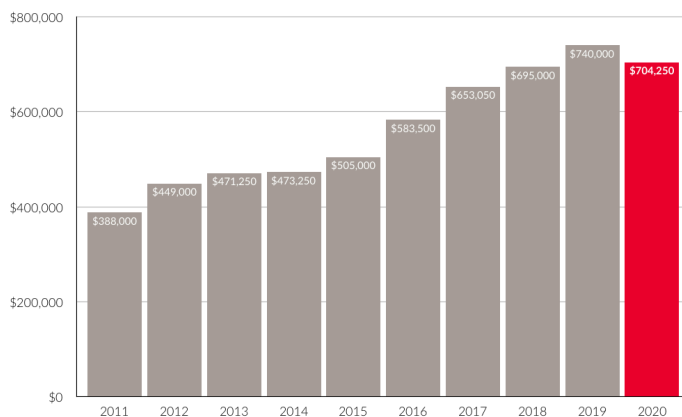


Year Over Year

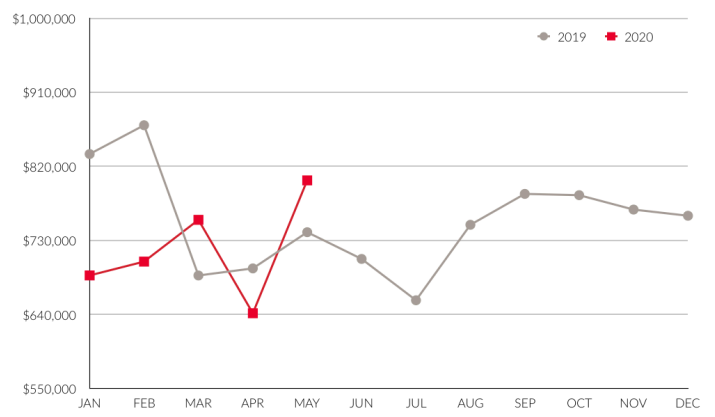


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



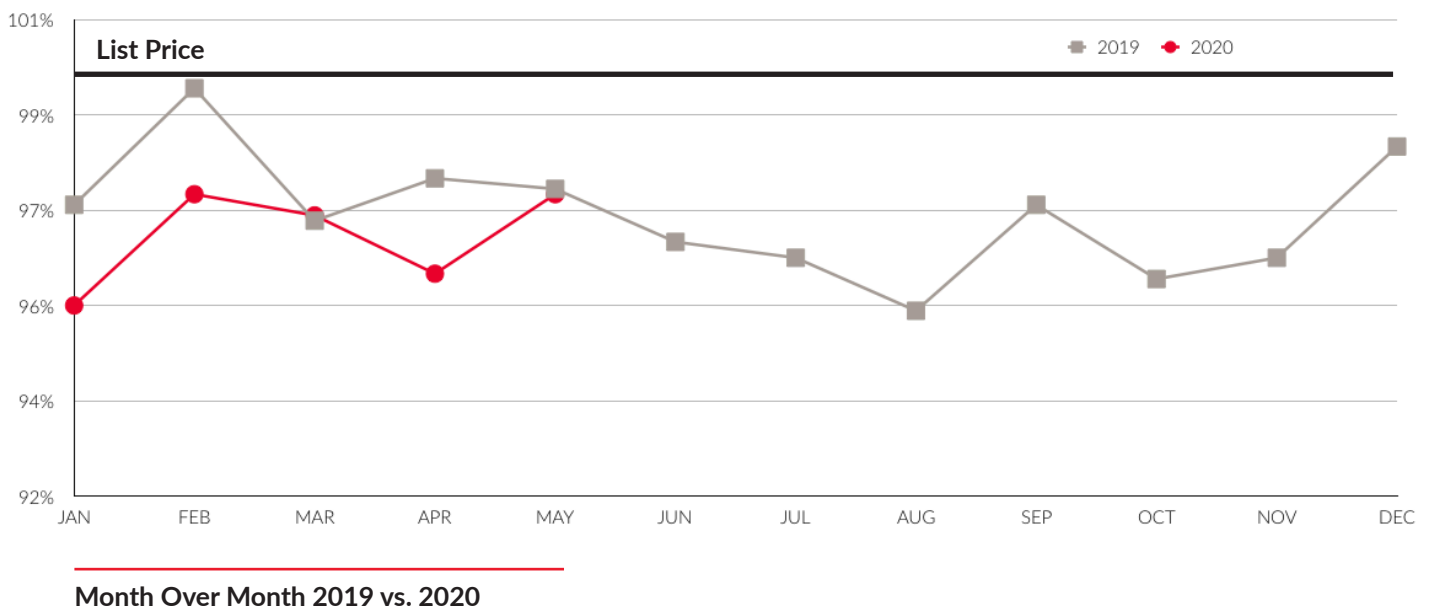
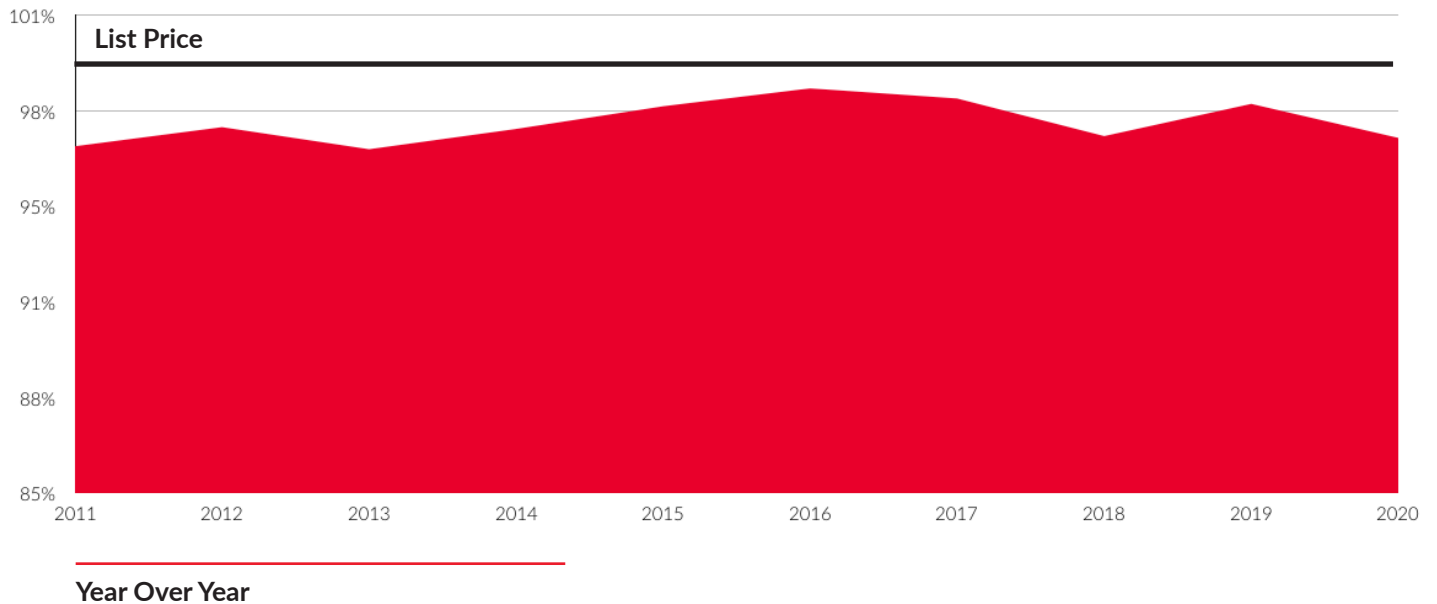
Year Over Year



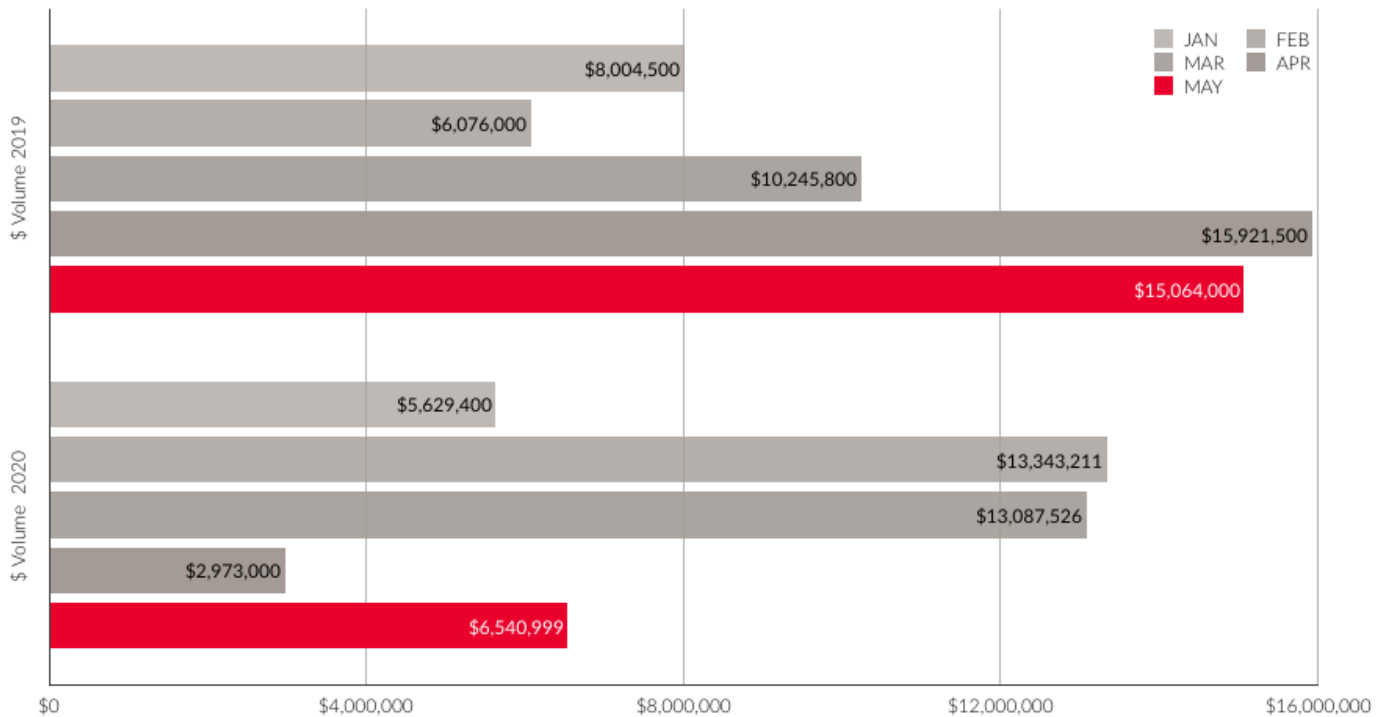
Month Over Month 2019 vs. 2020

* Median sale price is based on residential sales (including freehold and condominiums).

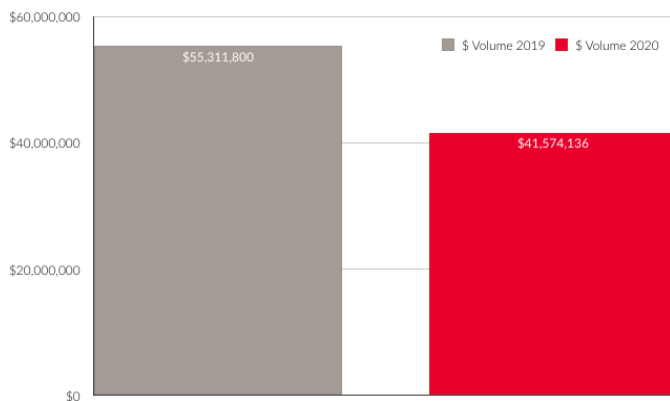
SALE PRICE VS. LIST PRICE RATIO



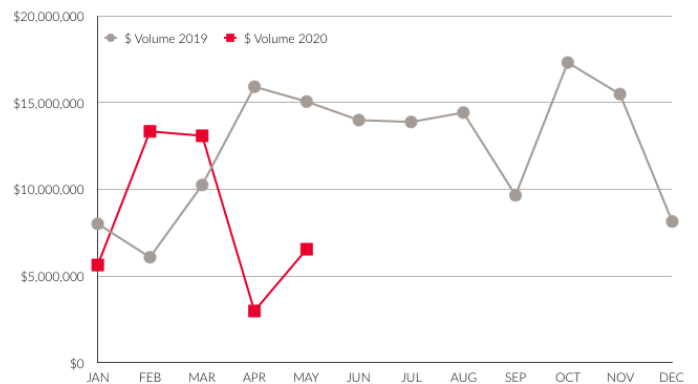
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

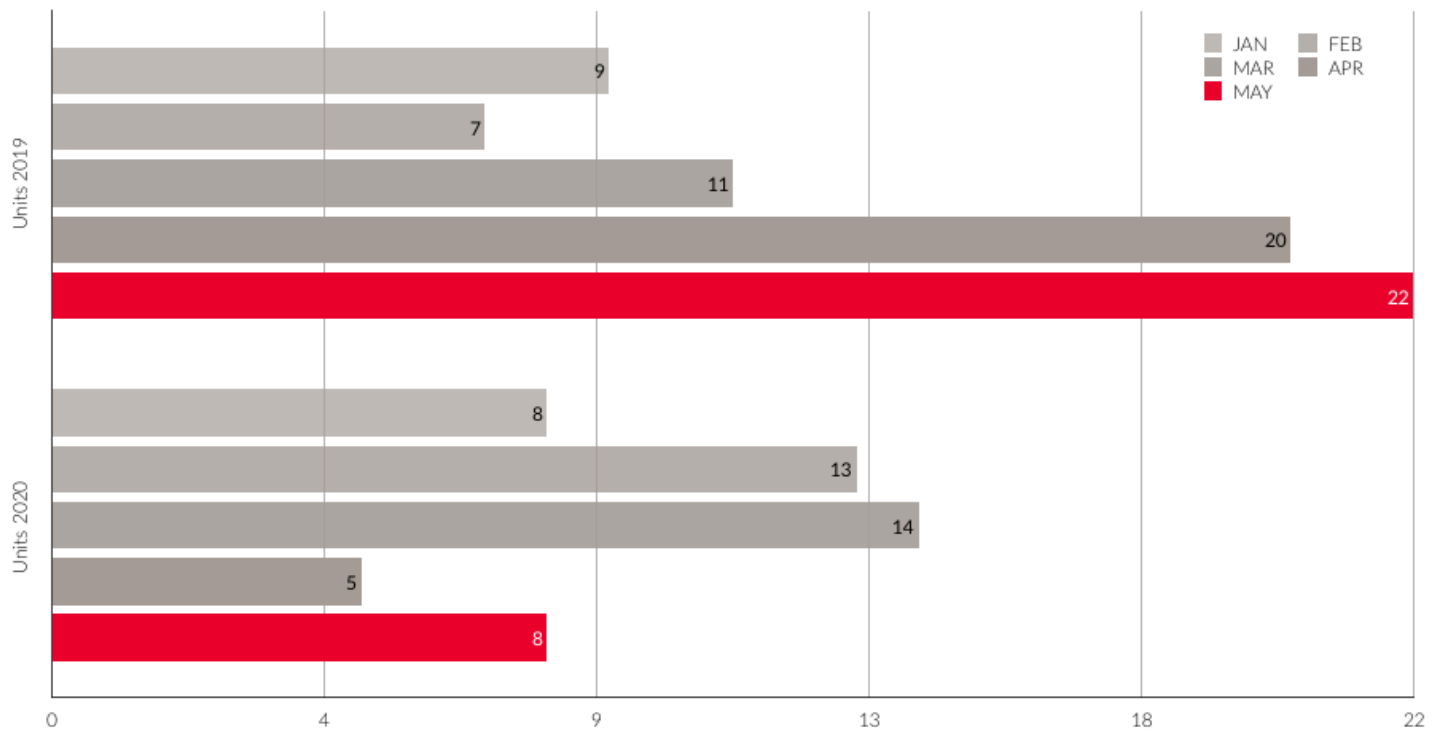


Yearly Totals 2019 vs. 2020

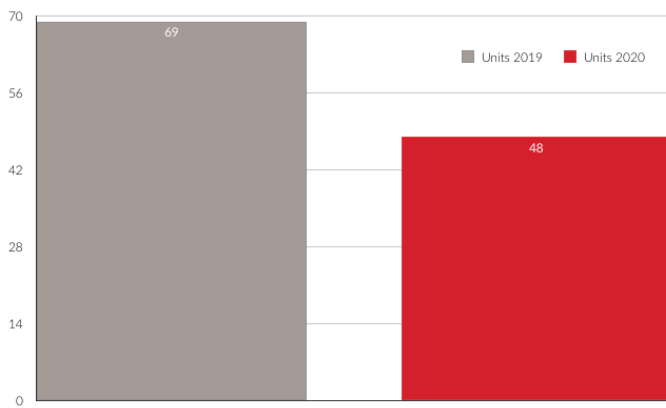


Month vs. Month 2019 vs. 2020

UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



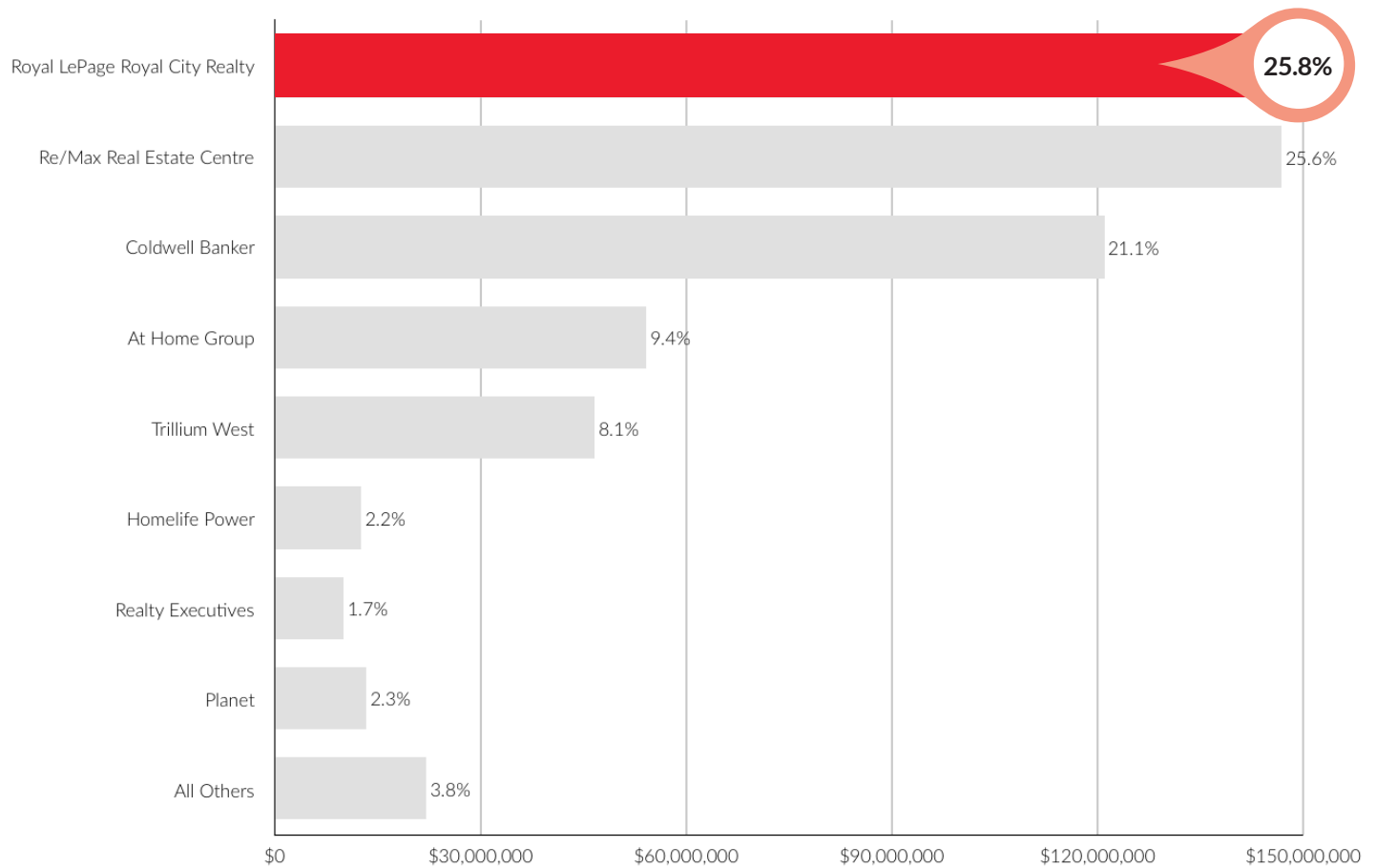
VACANT LAND

YTD Sales Volume	 \$31,443,136 -23.86%	 \$5,126,000 +142.16%	 \$2,100,000 +438.5%
YTD Unit Sales	 35 -33.96%	 9 +50%	 2 +100%
YTD Average Sale Price	 \$898,375 +15.3%	 \$569,556 +61.44%	 \$1,050,000 +169.23%
May Sales Volume	 \$5,770,999 -57.98%	 \$1,050,000 +7.25%	 \$0 No Change
May Unit Sales	 7 -61.11%	 2 -33.33%	 0 No Change

Year Over Year Comparison (May 2019 to May 2020)



MARKET DOMINANCE

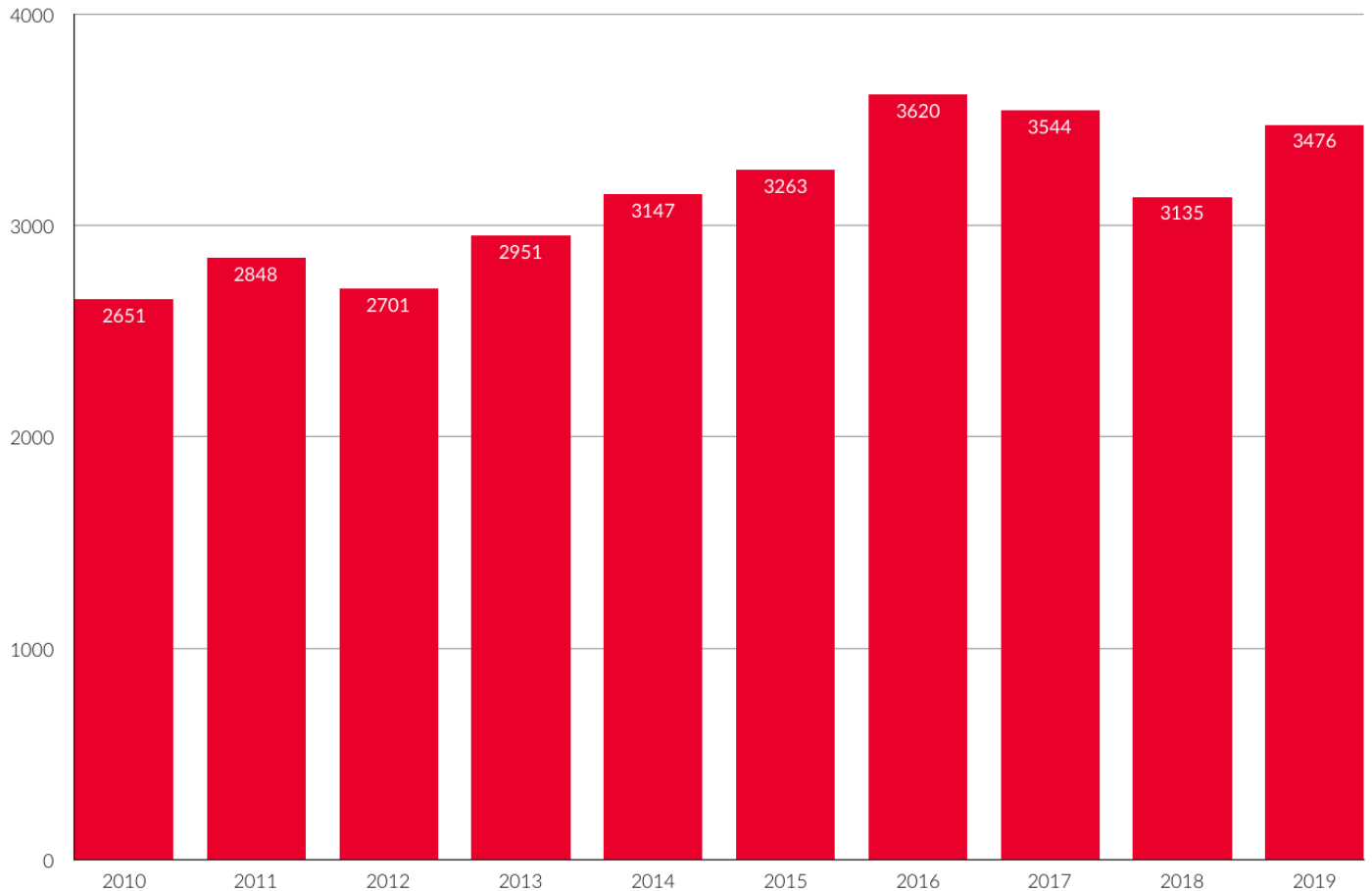


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - April 2020



10 YEAR MARKET ANALYSIS



Units Sold



SOURCE OF BUSINESS



SOURCE OF BUYERS 2019

How We'll Find Your Buyer

- 79.9% Personal Contact/Referral/Sphere
- 7.8% Internet/E Leads
- 3.9% Open House
- 2.1% Referral from Other Brokerage
- 2.1% Office Walk In/Duty Call
- 2.8% For Sale Sign Call
- 1.4% Newspaper Advertising



SOURCE OF LISTINGS 2019

Where Our Listings Come From

- 81.1% Personal Contact/Referral/Sphere
- 5.6% Internet/E Leads
- 1.8% For Sale Sign Call
- 3.8% Referral from Other Brokerage
- 4.2% Open House
- 2.6% Office Walk In/Duty Call
- 0.9% Newspaper Advertising

OUR LOCATIONS



FERGUS

519-843-1365
840 Tower Street S., Fergus



GUELPH

519-824-9050
848 Gordon Street Unit 101, Guelph



GUELPH

519-821-6191
214 Speedvale Ave W., Guelph



GUELPH (COMMERCIAL)

519-836-8060
1467 Gordon Street Unit L1, Guelph



ROCKWOOD

519-856-9922
118 Main Street S., Rockwood



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