



2020 JUNE

GUELPH/ERAMOSA Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Guelph/Eramosa saw lots of activity this month after a slow April and May. Sales volume more than doubled last June's and unit sales almost equalled to new listings this month.



June sales volume of \$21,557,100

Up 54.06% from 2019's \$13,992,440 with unit sales of 23 up 27.78% from last June's 18. New listings of 28 are down 3.45% from a year ago, with the sales/listing ratio of 82.14% up 20.07%.



Year-to-date sales volume of \$63,861,236

Down 7.85% from 2019's \$69,304,240 with unit sales of 72 down 17.24% from 2019's 87. New listings of 115 are down 35.75% from a year ago, with the sales/listing ratio of 62.61% up 14.01%.



Year-to-date average sale price of \$834,109

Up from \$824,498 one year ago with median sale price of \$729,625 up from \$723,750 one year ago. Average days-on-market of 55.83 is up 8.66 days from last year.

JUNE NUMBERS

Median Sale Price

\$835,000

+18.02%

Sales Volume

\$21,557,100

+54.06%

Unit Sales

23

+27.78%

New Listings

28

-3.45%

Expired Listings

2

-75%

Unit Sales/Listings Ratio

82.14%

+20.07%

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

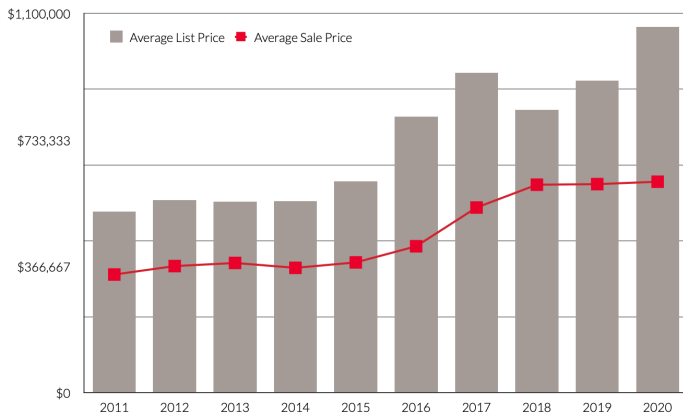


THE MARKET IN DETAIL

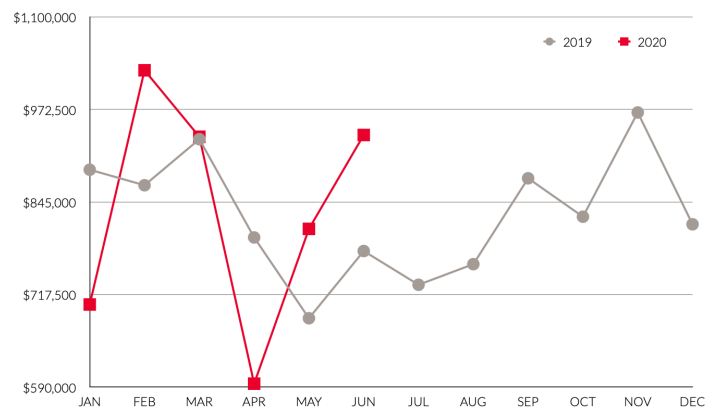
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$66,270,788	\$69,304,240	\$63,861,236	-7.85%
YTD Unit Sales	81	87	72	-17.24%
YTD New Listings	185	179	115	-35.75%
YTD Sales/Listings Ratio	43.78%	48.6%	62.61%	+14.01%
YTD Expired Listings	12	31	18	-41.94%
June Volume Sales	\$15,917,500	\$13,992,440	\$21,557,100	+54.06%
June Unit Sales	21	18	23	+27.78%
June New Listings	39	29	28	-3.45%
June Sales/Listings Ratio	53.85%	62.07%	82.14%	+20.07%
June Expired Listings	0	8	2	-75%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	4	4	0	Down from 4
YTD Sales: Under \$350K-\$549K	14	10	9	-10%
YTD Sales: Under \$550K-\$749K	26	35	20	-42.86%
YTD Sales: Under \$750K-\$999K	26	22	26	+18.18%
YTD Sales: \$1M+	11	16	17	+6.25%
YTD Average Days-On-Market	44.83	47.17	55.83	+18.37%
YTD Average Sale Price	\$822,244	\$824,498	\$834,109	+1.17%
YTD Median Sale Price	\$723,750	\$723,750	\$729,625	+0.81%

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

AVERAGE SALE PRICE

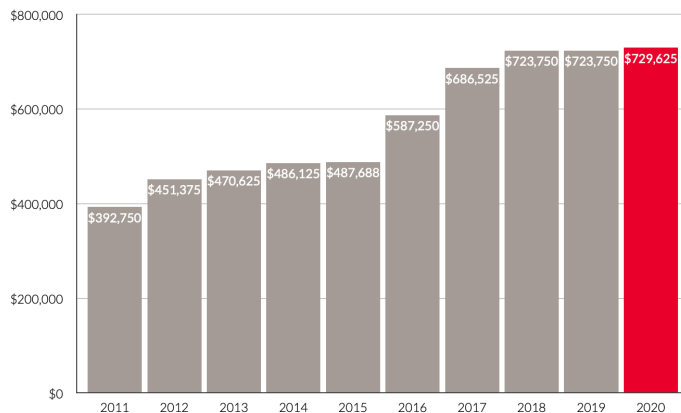


Year Over Year

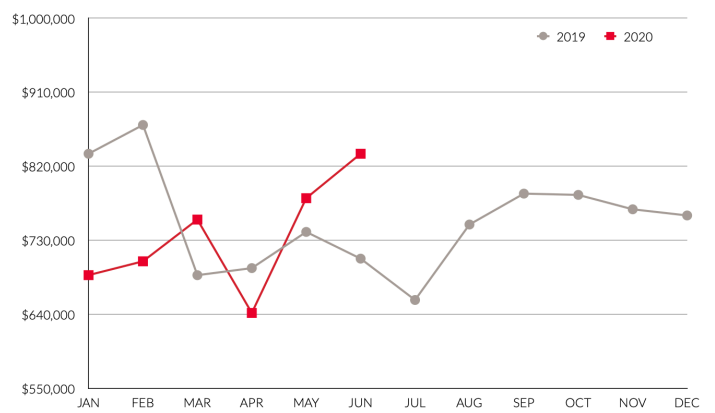


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



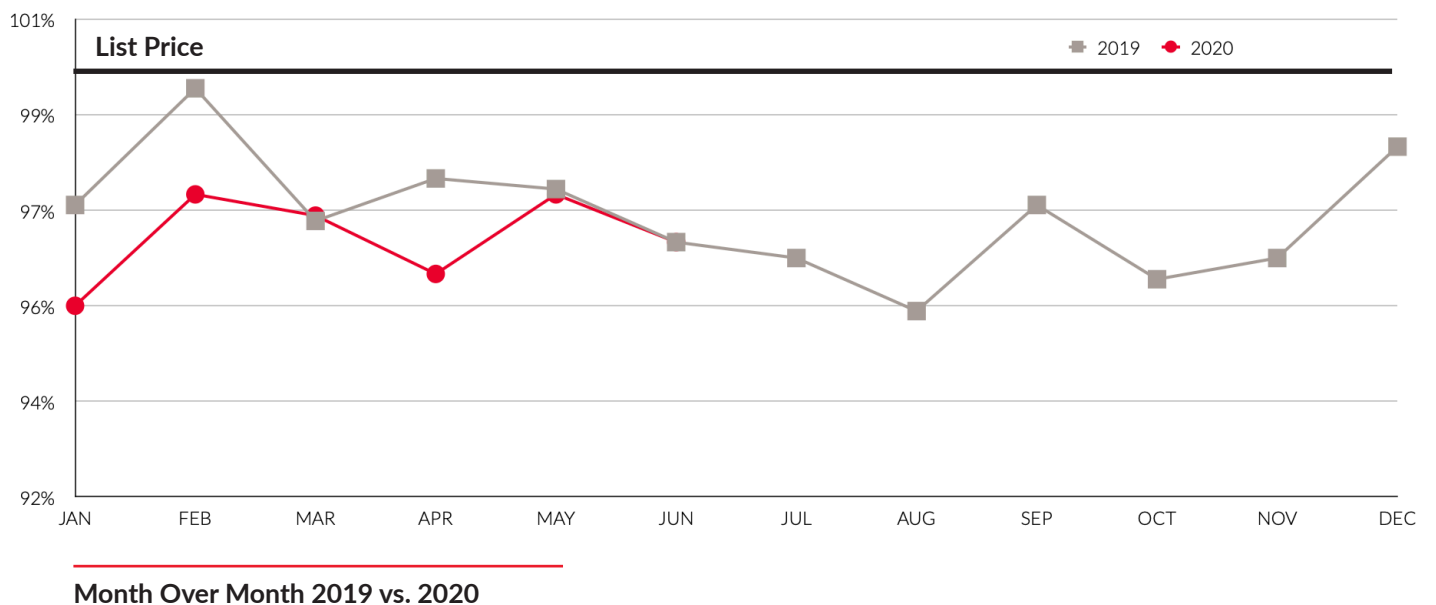
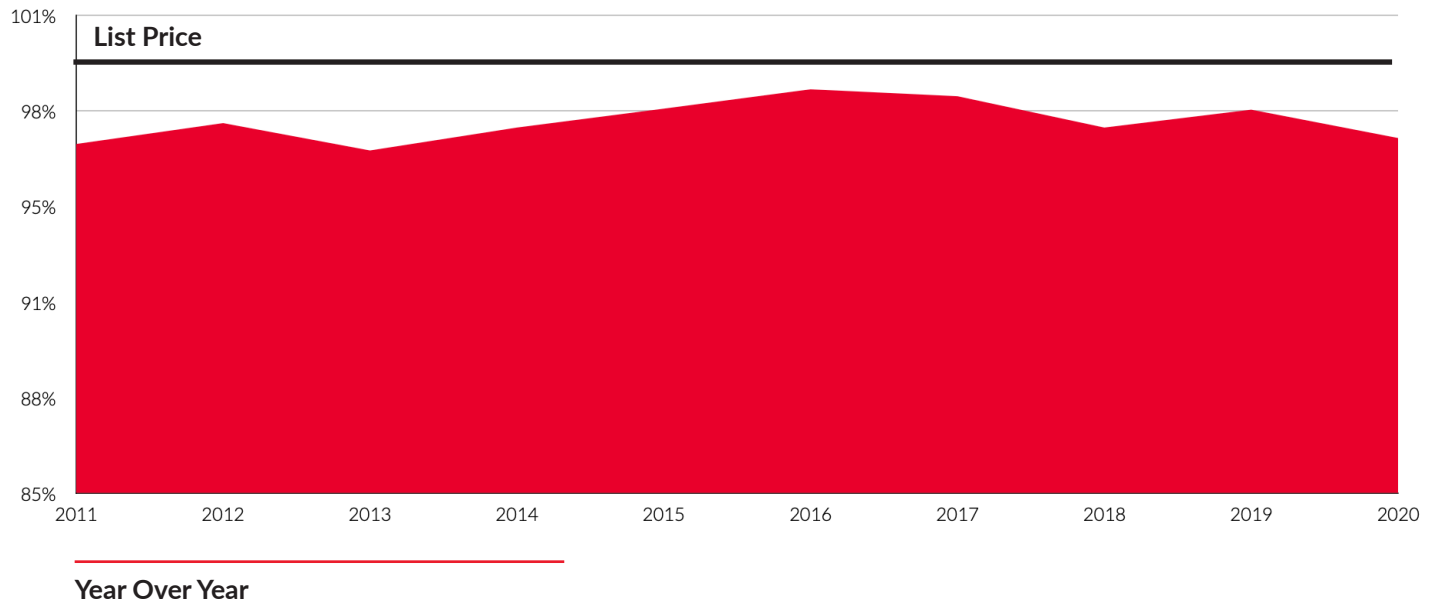
Year Over Year



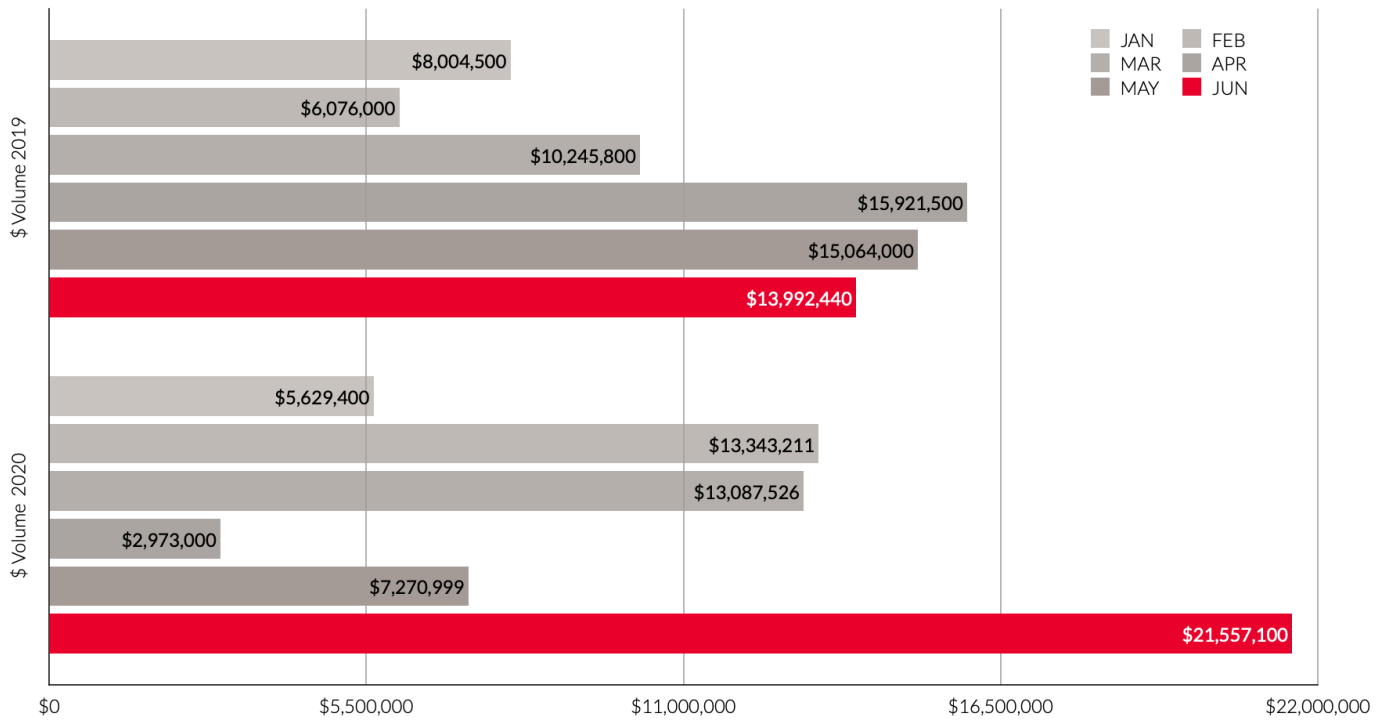
Month Over Month 2019 vs. 2020

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

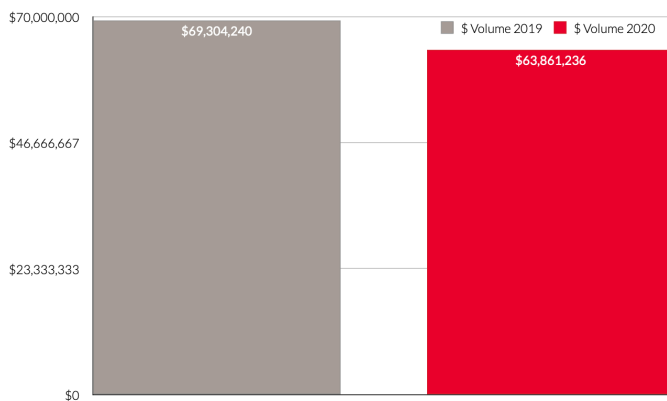
SALE PRICE VS. LIST PRICE RATIO



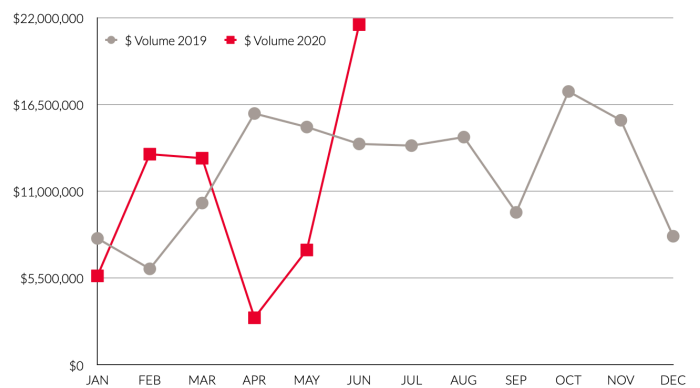
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

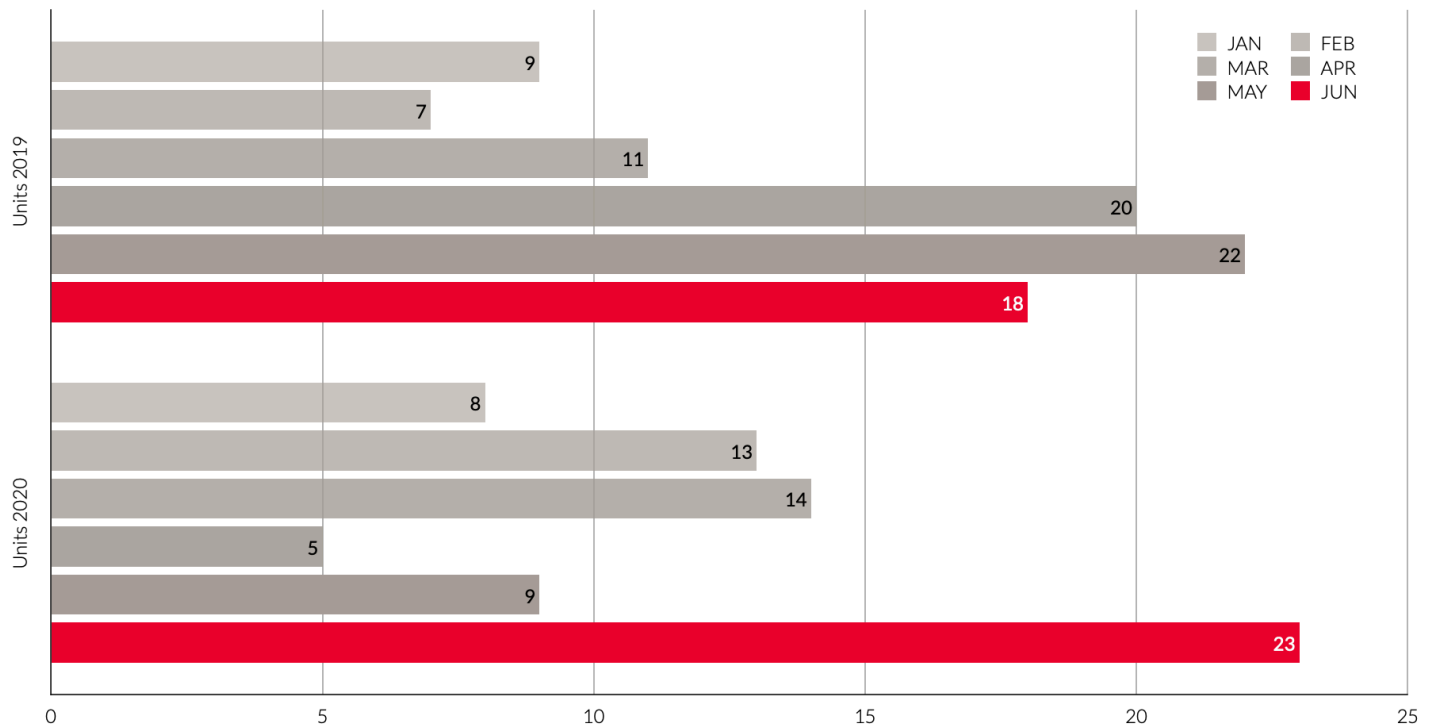


Yearly Totals 2019 vs. 2020

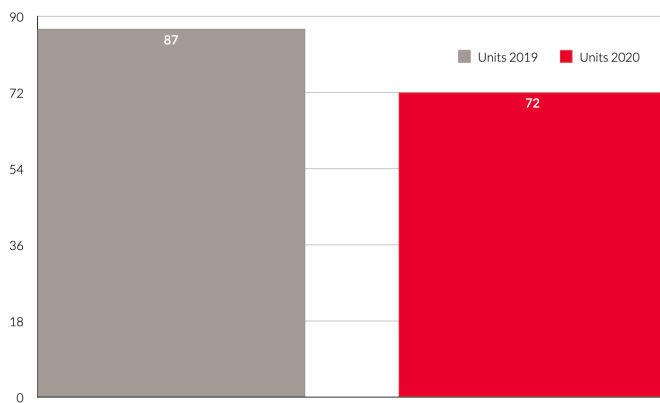


Month vs. Month 2019 vs. 2020

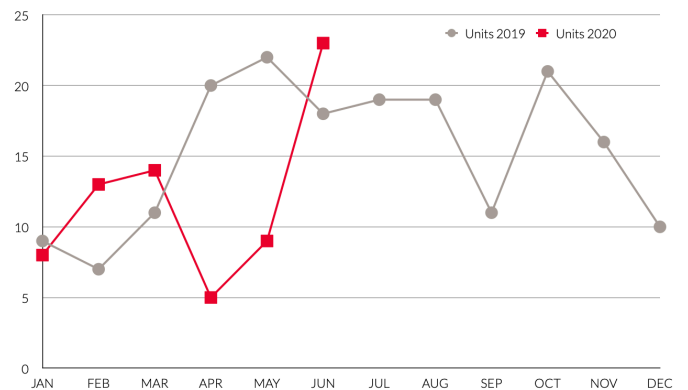
UNIT SALES



Monthly Comparison 2019 vs. 2020

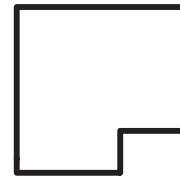

















Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE

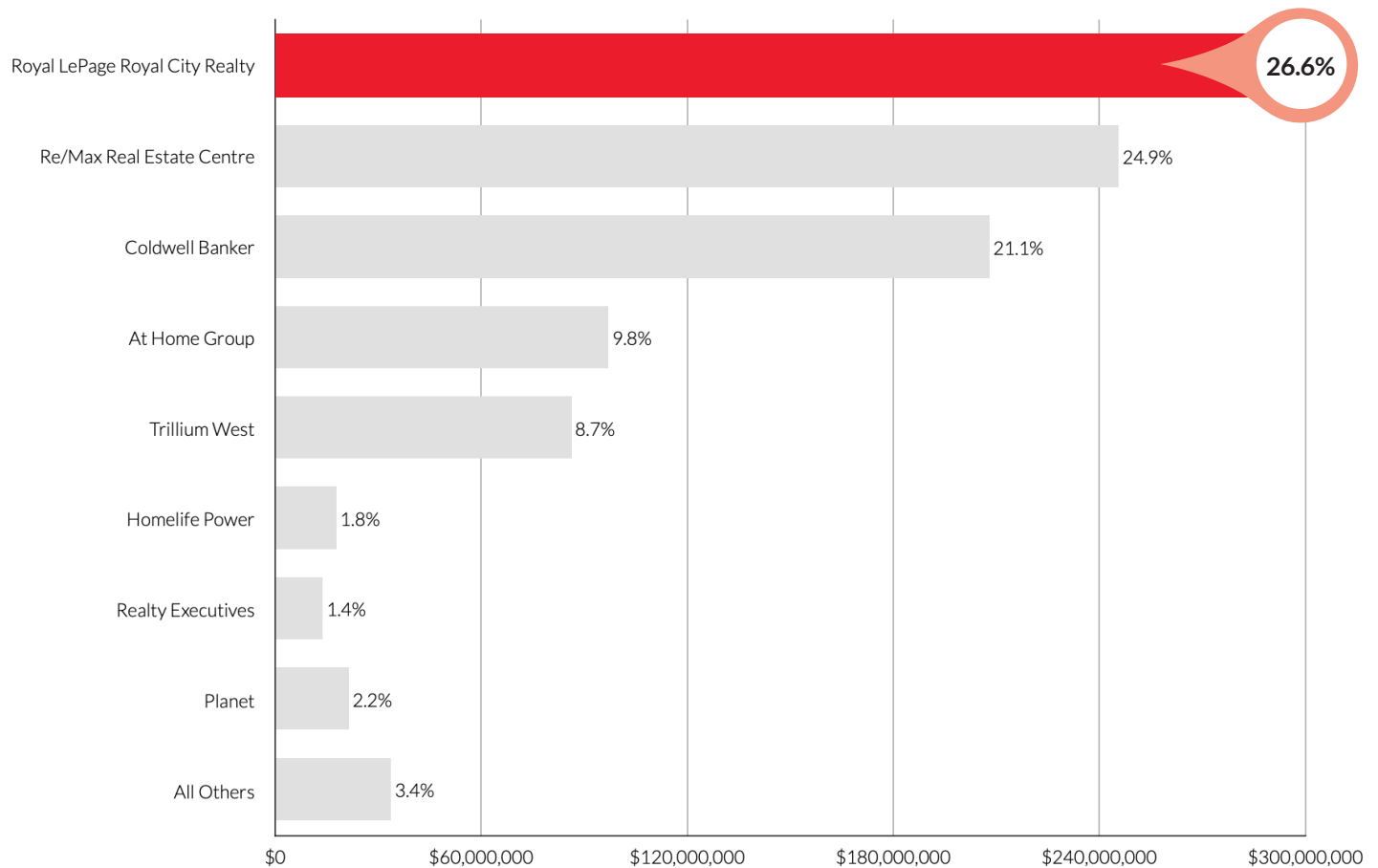


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$48,003,436 -7.5%	 \$6,920,000 +180.03%	 \$2,565,000 +228.8%
YTD Unit Sales	 53 -19.7%	 11 +57.14%	 3 +50%
YTD Average Sale Price	 \$905,725 +15.19%	 \$629,091 +78.2%	 \$855,000 +119.23%
June Sales Volume	 \$16,560,300 +56.26%	 \$1,794,000 +406.15%	 \$465,000 +19.2
June Unit Sales	 18 +38.46%	 2 +100%	 1 No Change

Year Over Year Comparison (June 2019 to June 2020)



MARKET DOMINANCE

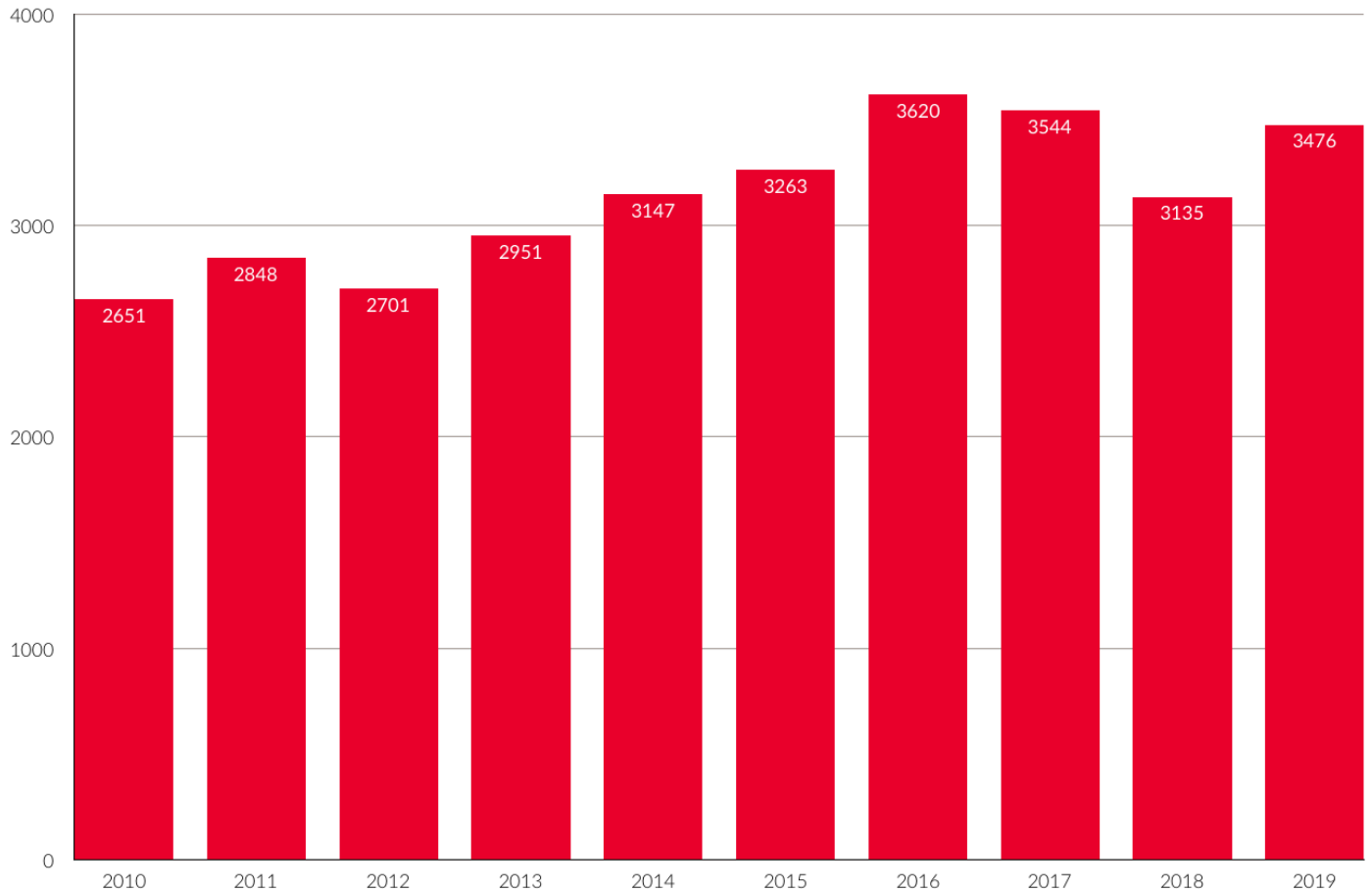


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - June 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



ELORA

519-846-1365
9 Mill Street East, Elora



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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