



2020 JUNE

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The spring market is back after 2 months of slow activity due to COVID-19. Buyers have returned to the marketplace and sales are up, but a lack of inventory is increasing sale prices.



June sales volume of \$155,968,721

Up 29.99% from 2019's \$119,989,014 with unit sales of 258 up 18.35% from last June's 218. New listings of 336 are equal to a year ago, with the sales/listing ratio of 76.79% up 11.9%.



Year-to-date sales volume of \$638,619,390

Up 0.62% from 2019's \$634,709,378 with unit sales of 1,080 down 9.47% from 2019's 1,193. New listings of 1,513 are down 18.48% from a year ago, with the sales/listing ratio of 71.38% up 7.1%.



Year-to-date average sale price of \$589,866

Up from \$527,728 one year ago with median sale price of \$570,975 up from \$502,375 one year ago. Average days-on-market of 20.33 is down 4.8 days from last year.

JUNE NUMBERS

Median Sale Price

\$580,000

+11.22%

Sales Volume

\$155,968,721

+29.99%

Unit Sales

258

+18.35%

New Listings

336

No Change

Expired Listings

22

+10

Unit Sales/Listings Ratio

76.79%

+11.9%

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

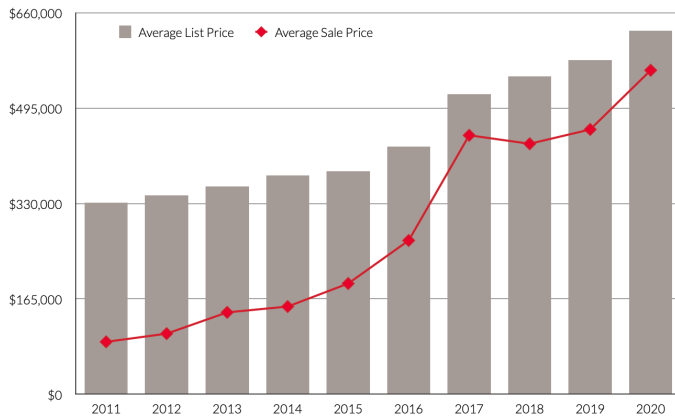


THE MARKET IN DETAIL

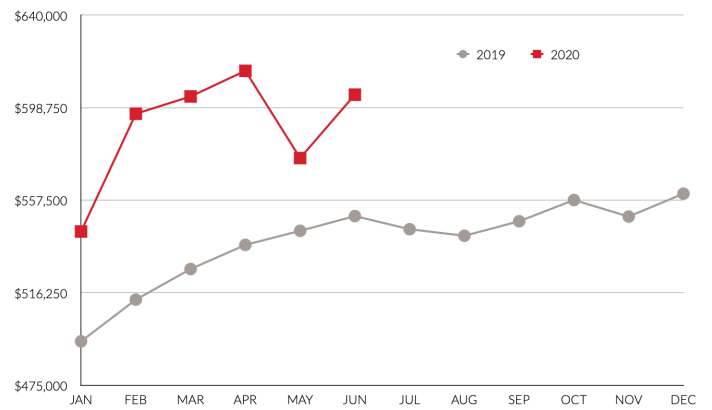
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$574,252,788	\$634,709,378	\$638,619,390	+0.62%
YTD Unit Sales	1,124	1,193	1,080	-9.47%
YTD New Listings	1,789	1,856	1,513	-18.48%
YTD Sales/Listings Ratio	62.83%	64.28%	71.38%	+7.1%
YTD Expired Listings	111	128	95	-25.78%
June Volume Sales	\$111,089,825	\$119,989,014	\$155,968,721	+29.99%
June Unit Sales	216	218	258	+18.35%
June New Listings	313	336	336	No Change
June Sales/Listings Ratio	69.01%	64.88%	76.79%	+11.9%
June Expired Listings	33	20	22	+10%
YTD Sales: Under \$0-\$199K	7	4	3	-25%
YTD Sales: Under \$200K-\$349K	182	148	41	-72.3%
YTD Sales: Under \$350K-\$549K	596	576	348	-39.58%
YTD Sales: Under \$550K-\$749K	243	344	322	-6.4%
YTD Sales: Under \$750K-\$999K	74	103	86	-16.5%
YTD Sales: \$1M+	22	18	22	+22.2%
YTD Average Days-On-Market	23.33	25.17	20.33	-19.21%
YTD Average Sale Price	\$512,725	\$527,728	\$589,866	+11.77%
YTD Median Sale Price	\$474,200	\$502,375	\$570,975	+13.66%

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

AVERAGE SALE PRICE

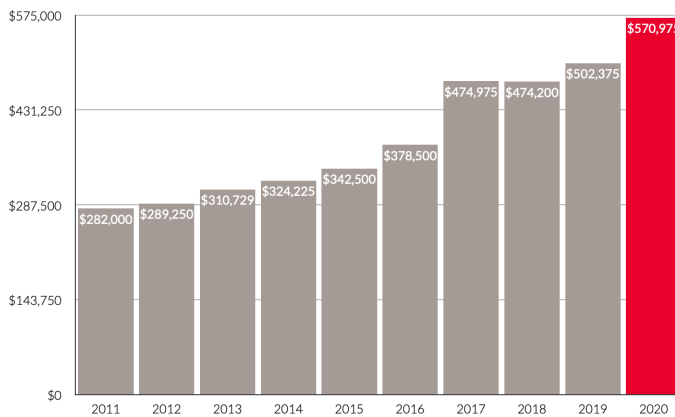


Year Over Year

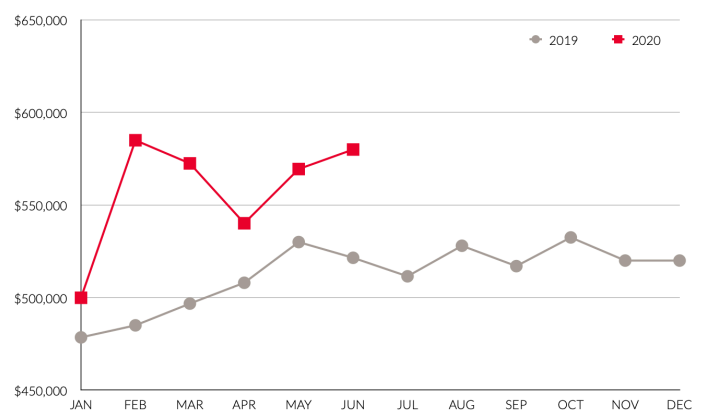


Month Over Month 2019 vs. 2020

MEDIAN SALE PRICE



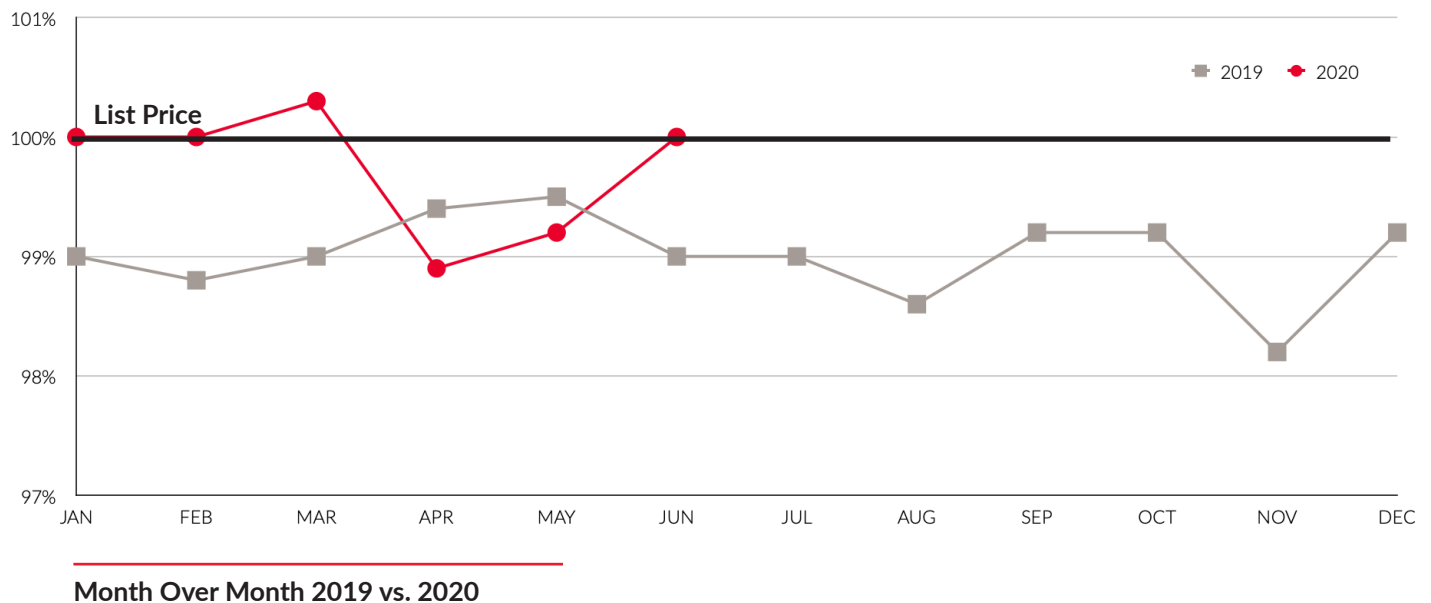
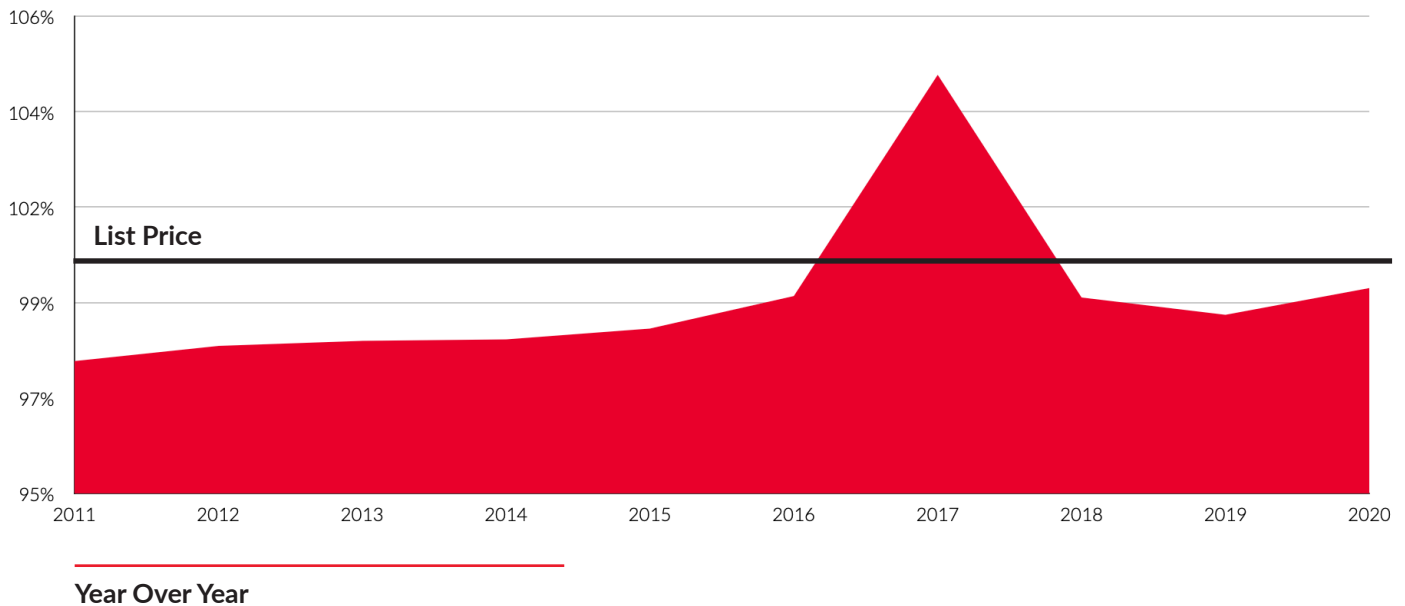
Year Over Year



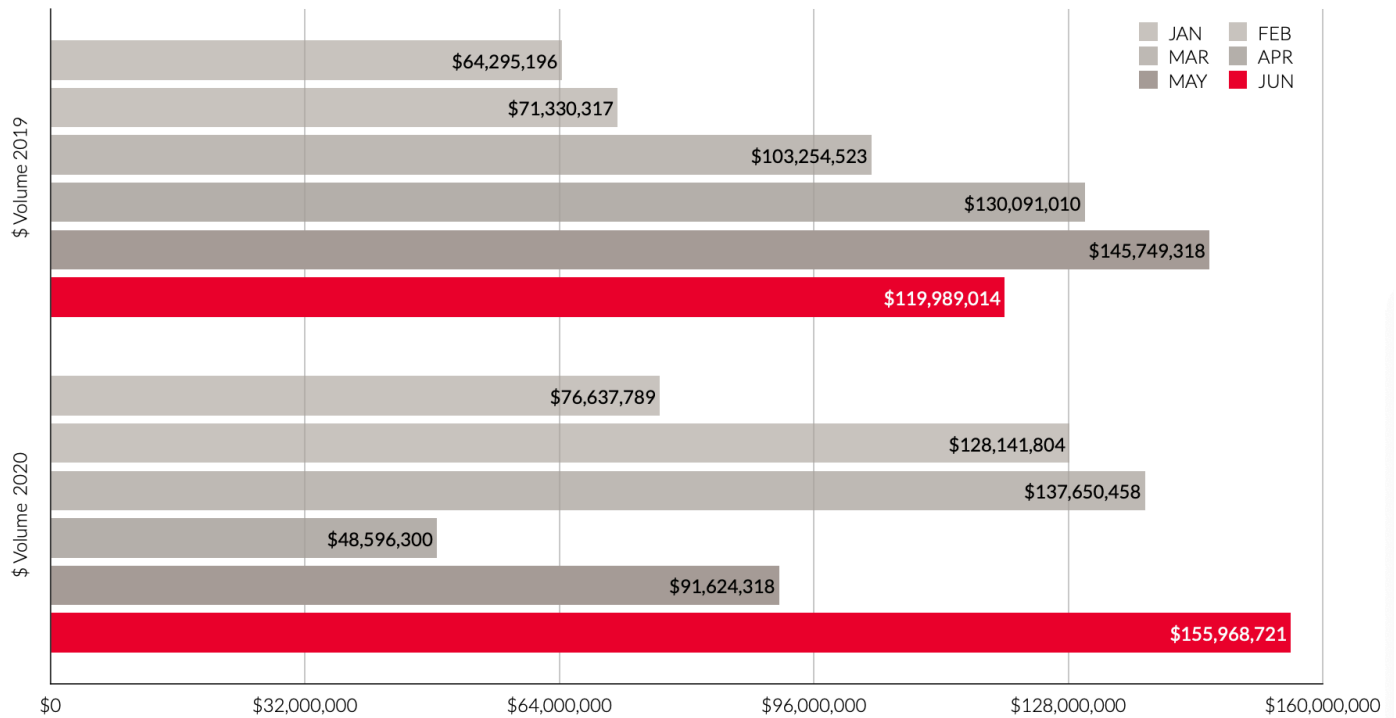
Month Over Month 2019 vs. 2020

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

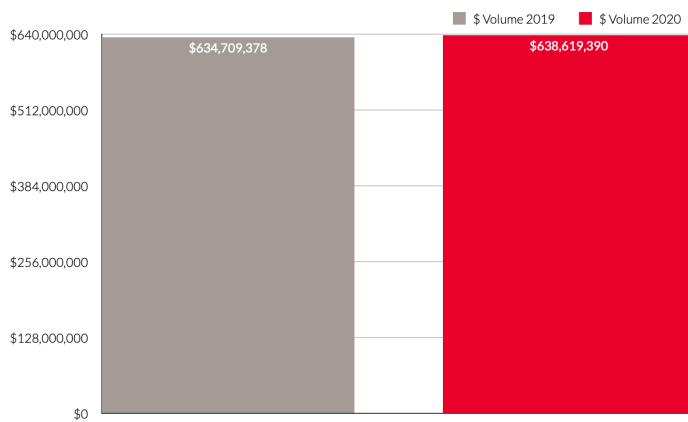
SALE PRICE VS. LIST PRICE RATIO



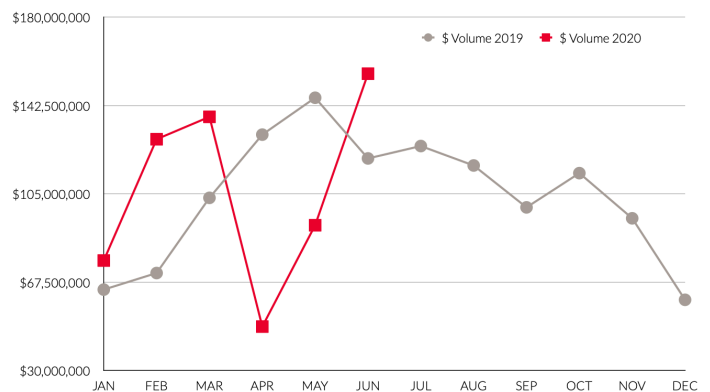
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

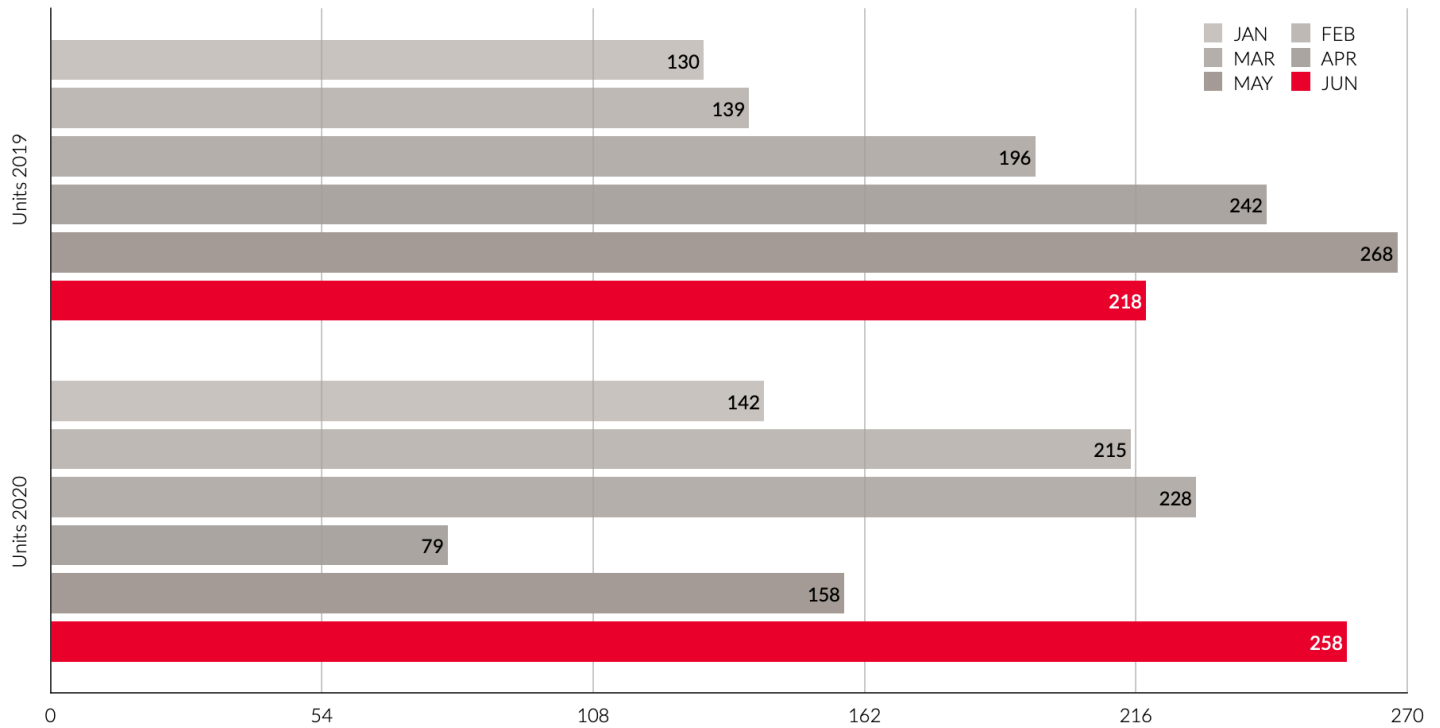


Yearly Totals 2019 vs. 2020

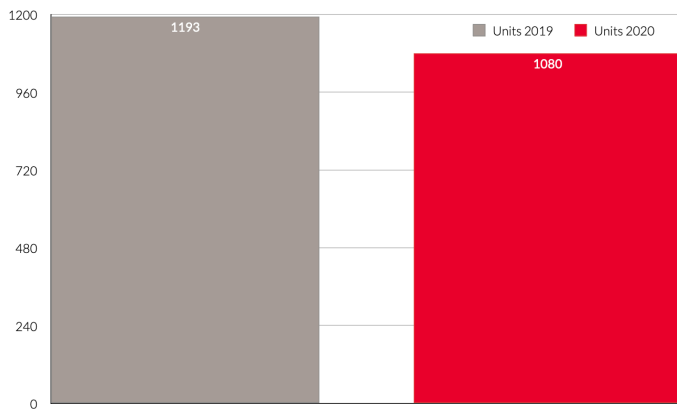


Month vs. Month 2019 vs. 2020

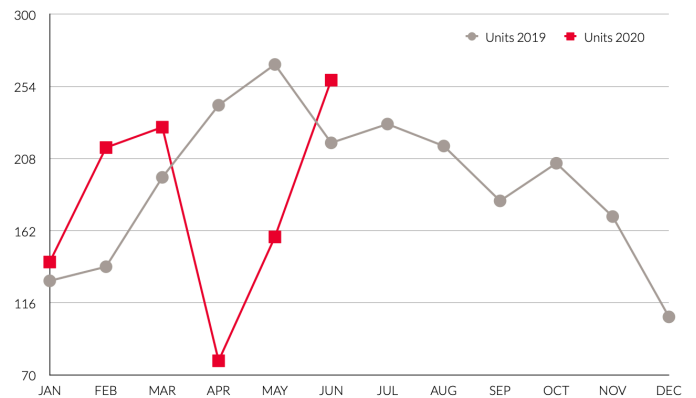
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



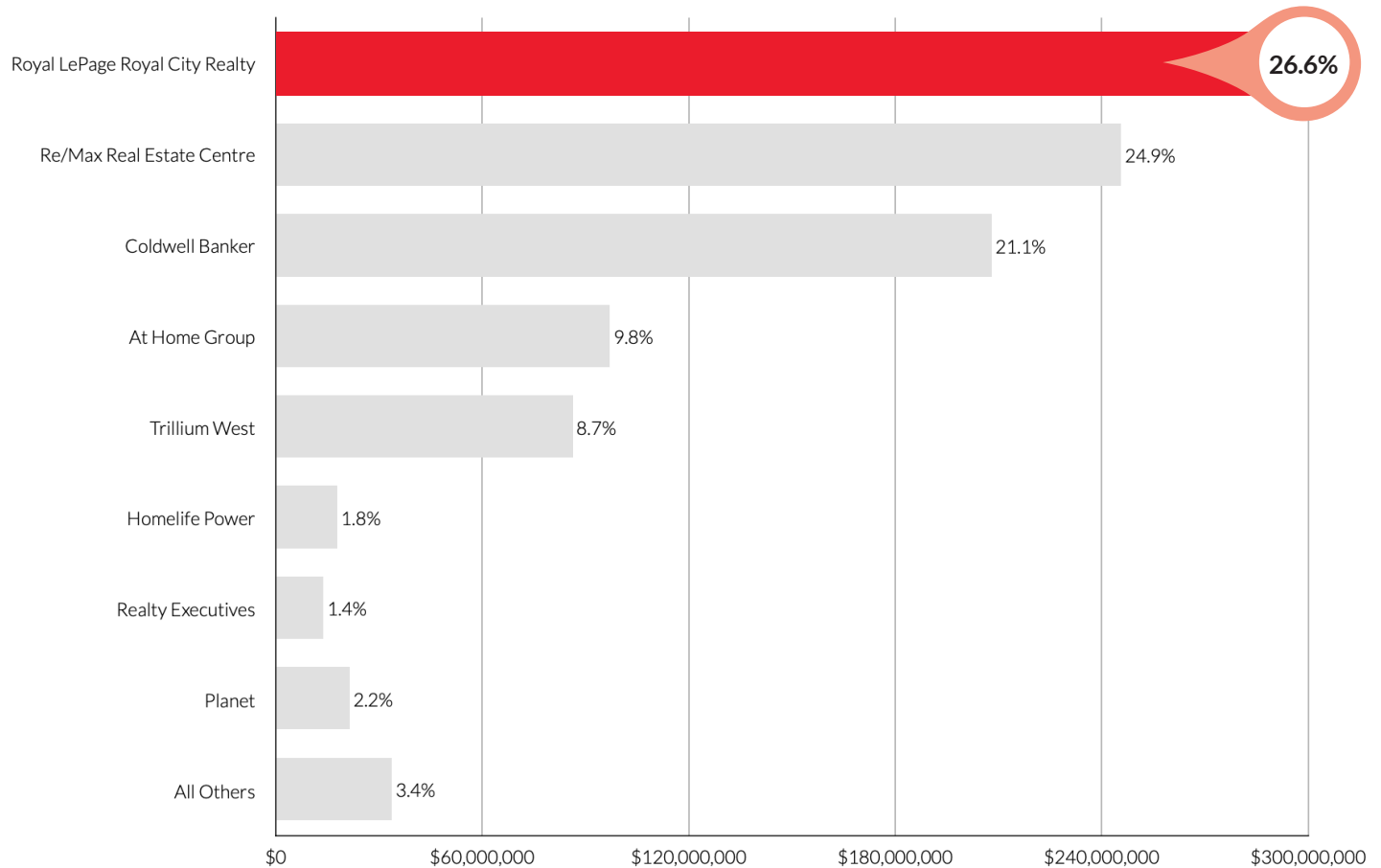
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$461,047,504 +0.98%	 \$155,390,586 -2.06%	 \$1,425,000 +223.9%
YTD Unit Sales	 708 -7.33%	 353 -12.41%	 2 +100%
YTD Average Sale Price	 \$651,197 +8.97%	 \$440,200 +11.81%	 \$712,500 +61.93%
June Sales Volume	 \$112,139,674 +26.62%	 \$40,809,647 +43.3%	 \$0 No Change
June Unit Sales	 164 +15.49%	 89 +23.61%	 0 No Change

Year Over Year Comparison (June 2019 to June 2020)



MARKET DOMINANCE

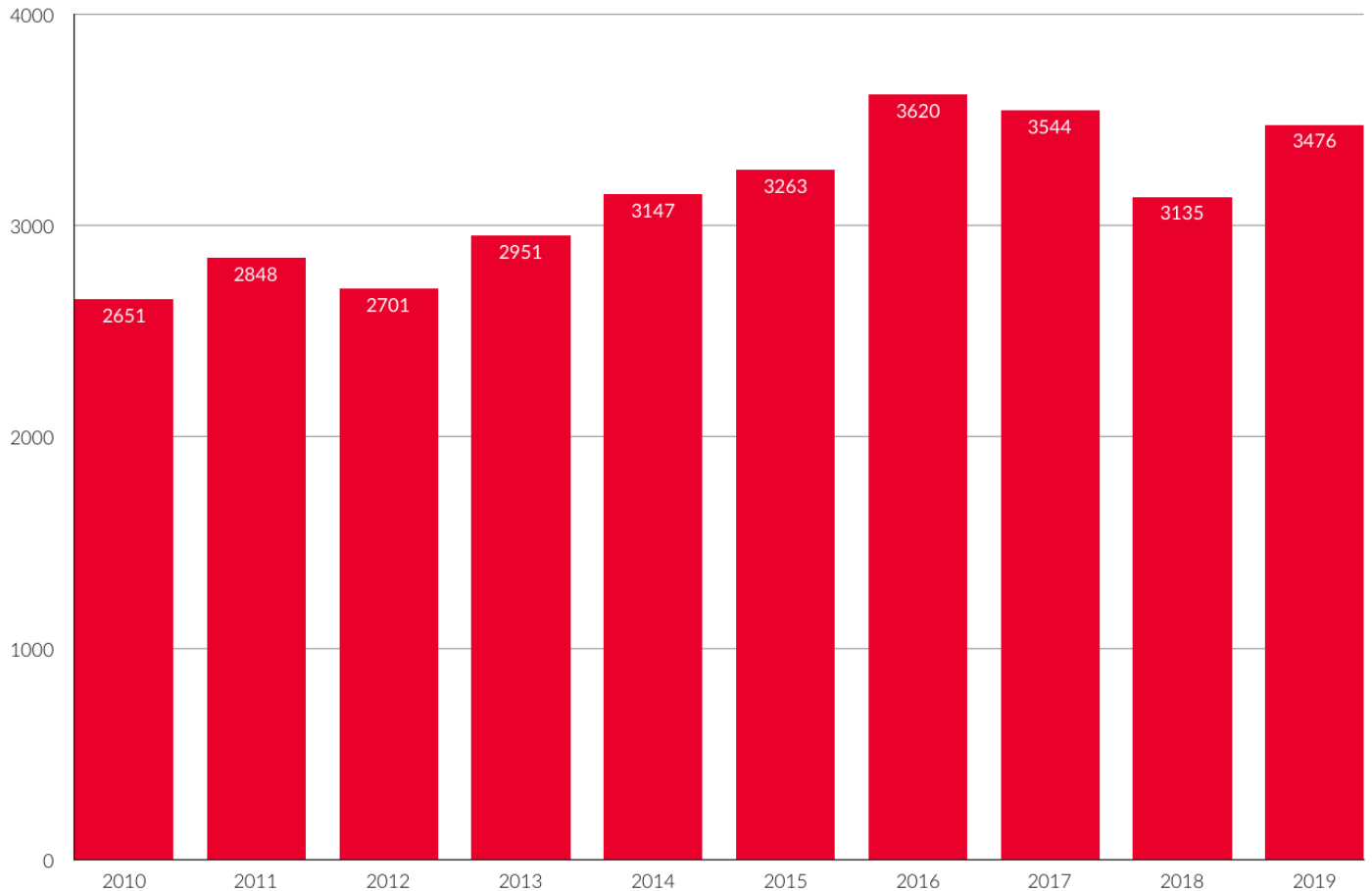


Market Share by Dollar Volume

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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