



2020 AUGUST

GUELPH/ERAMOSA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

While there was an increase in listing activity, sales activity slowed, with only slight sale price increases from last year.



August year-over-year sales volume of \$13,135,900

Down 8.94% from 2019's \$14,425,900 with unit sales of 15 down 21.05% from last August's 19. New listings of 26 are up 30% from a year ago, with the sales/listing ratio of 57.69% down 37.31%.



Year-to-date sales volume of \$91,114,136

Down 6.66% from 2019's \$97,616,439 with unit sales of 104 down 16.8% from 2019's 125. New listings of 154 are down 33.33% from a year ago, with the sales/listing ratio of 67.53% up 13.42%.



Year-to-date average sale price of \$838,849

Up from \$804,638 one year ago with median sale price of \$748,750 up from \$723,750 one year ago. Average days-on-market of 50.25 is up 2 days from last year.

AUGUST NUMBERS

Median Sale Price

\$780,000

+4.14%

Sales Volume

\$13,135,900

-8.94%

Unit Sales

15

-21.05%

New Listings

26

+30%

Expired Listings

1

-90.91%

Unit Sales/Listings Ratio

57.69%

-37.31%

*Year-over-year comparison
(August 2020 vs. August 2019)*

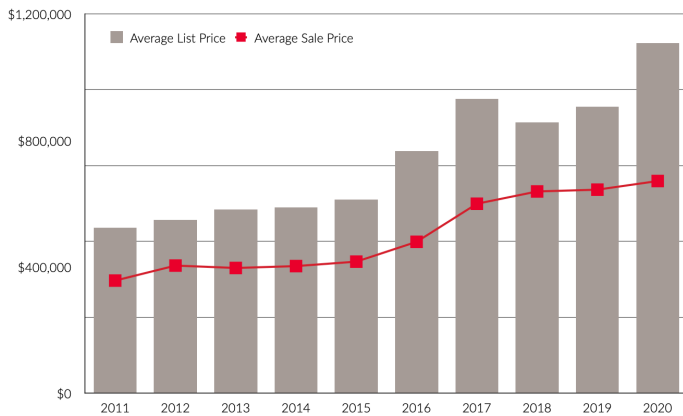


THE MARKET IN DETAIL

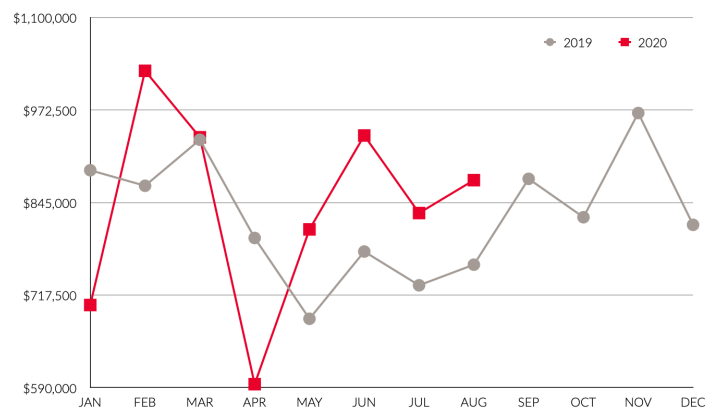
	2018	2019	2020	2019-2020
YTD Volume Sales	\$87,286,688	\$97,616,439	\$91,114,136	-6.66%
YTD Unit Sales	110	125	104	-16.8%
YTD New Listings	232	231	154	-33.33%
YTD Sales/Listings Ratio	47.41%	54.11%	67.53%	+13.42%
YTD Expired Listings	23	47	22	-53.19%
August Volume Sales	\$8,611,400	\$14,425,900	\$13,135,900	-8.94%
August Unit Sales	12	19	15	-21.05%
August New Listings	24	20	26	+30%
August Sales/Listings Ratio	50%	95%	57.69%	-37.31%
August Expired Listings	6	11	1	-90.91%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	4	4	2	-50%
YTD Sales: Under \$350K-\$549K	16	16	11	-31.25%
YTD Sales: Under \$550K-\$749K	42	53	29	-45.28%
YTD Sales: Under \$750K-\$999K	36	31	41	+32.26%
YTD Sales: \$1M+	12	21	21	No Change
YTD Average Days-On-Market	42.88	48.25	50.25	+4.15%
YTD Average Sale Price	\$797,595	\$804,638	\$838,849	+4.25%
YTD Median Sale Price	\$715,500	\$723,750	\$748,750	+3.45%

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

AVERAGE SALE PRICE

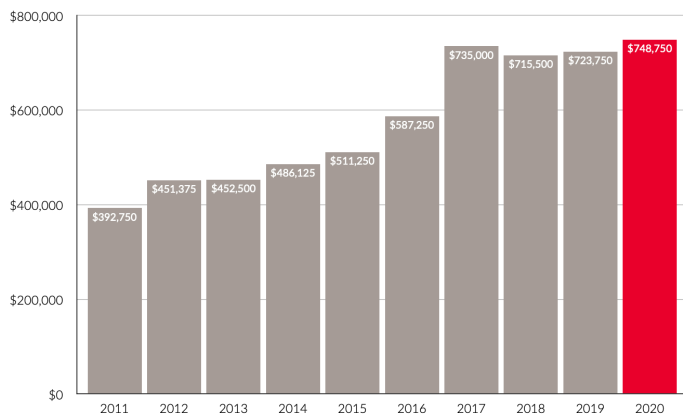


Year-Over-Year

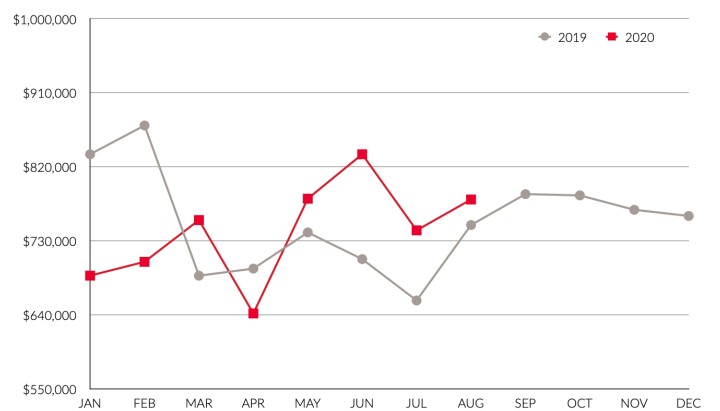


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



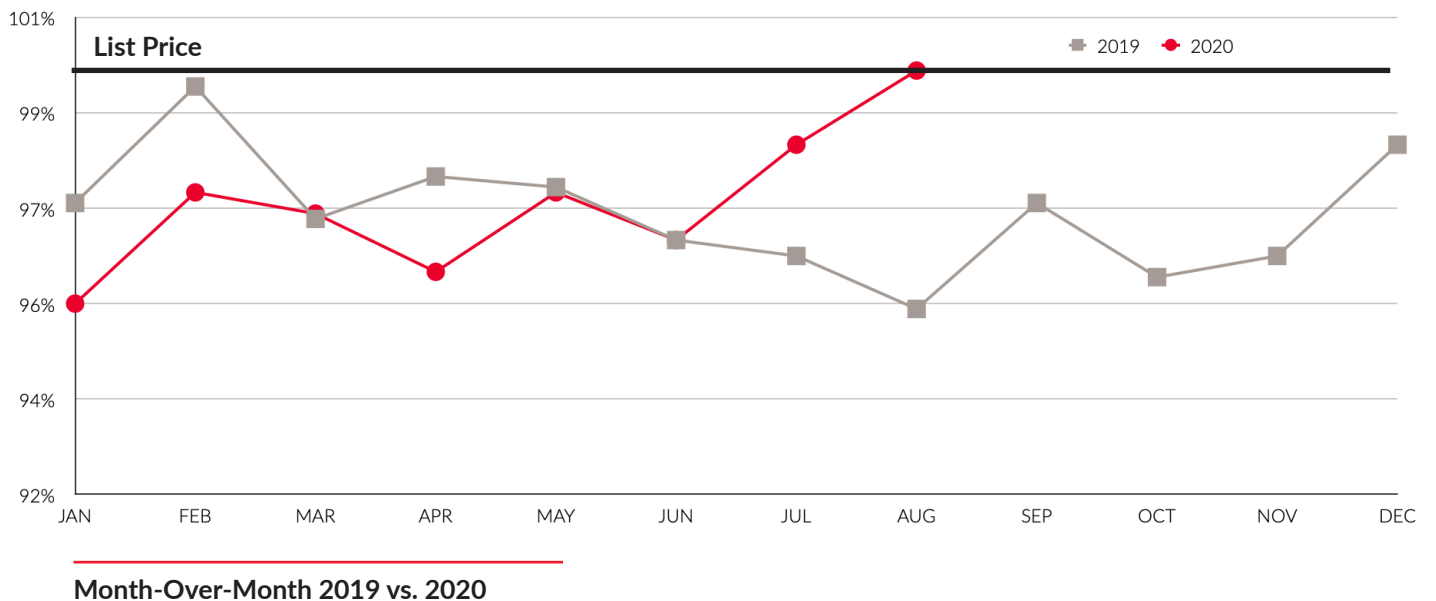
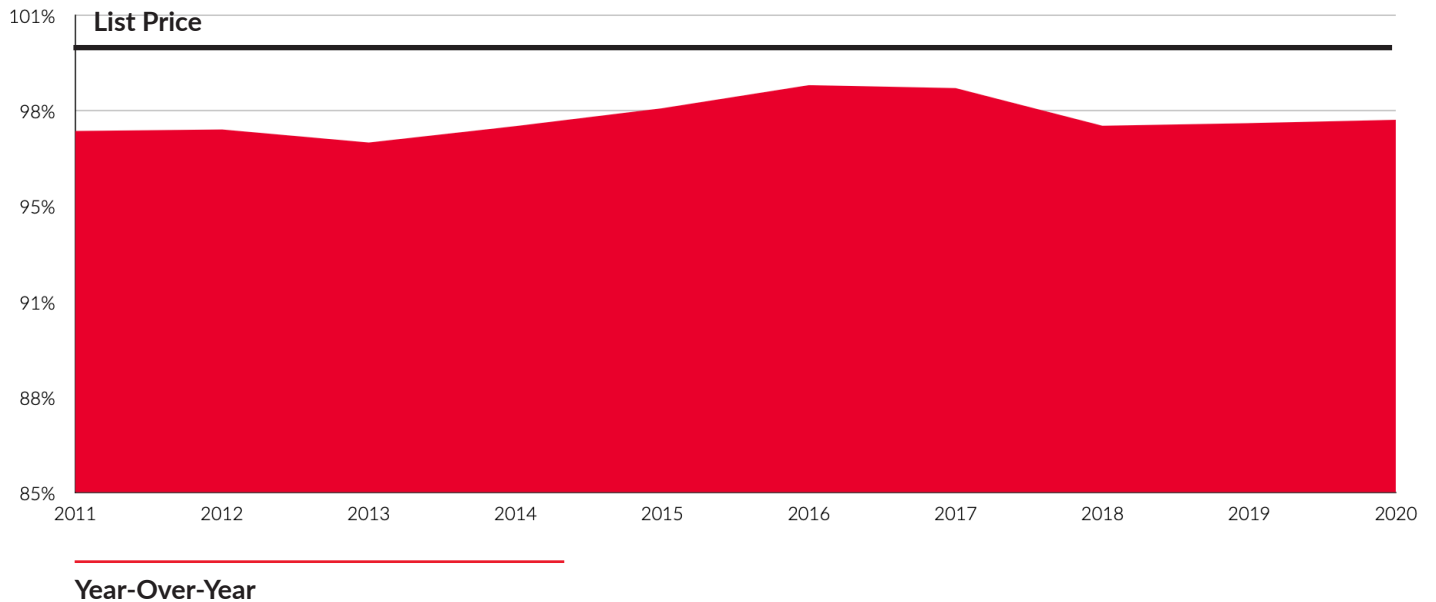
Year-Over-Year



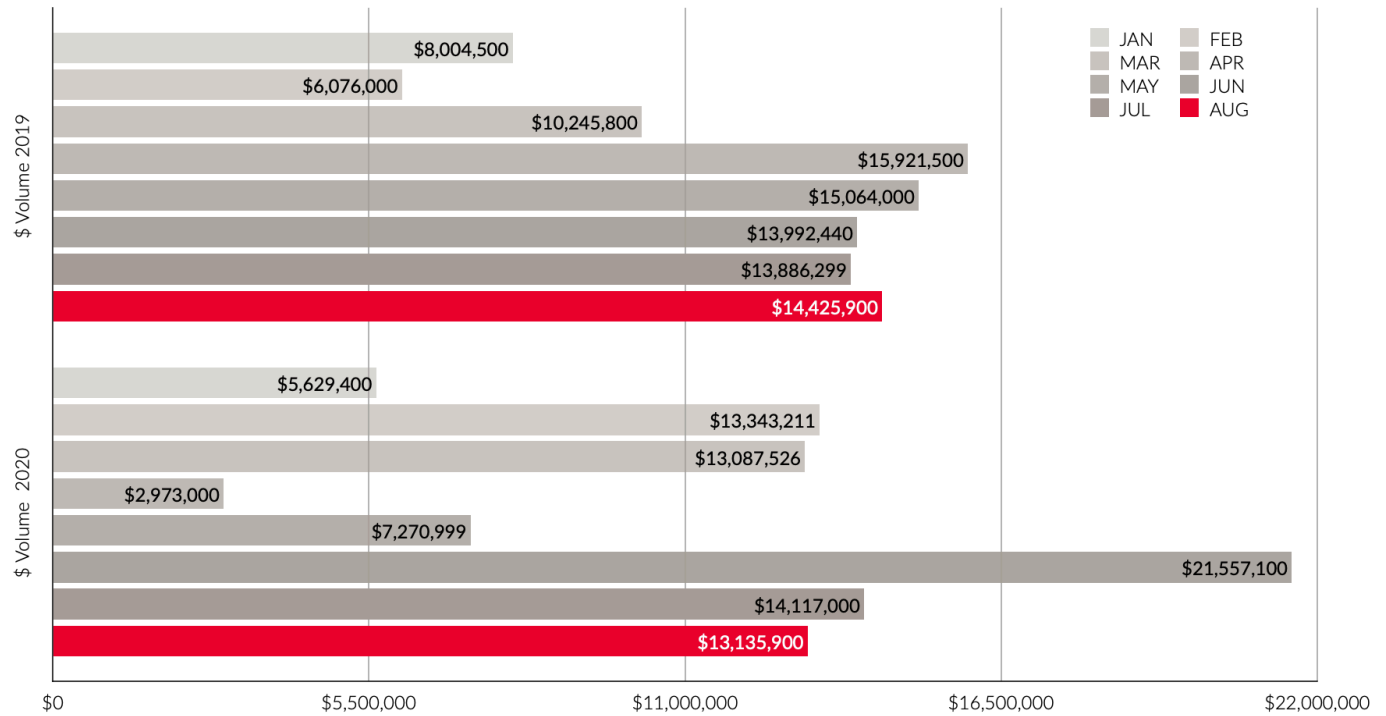
Month-Over-Month 2019 vs. 2020

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

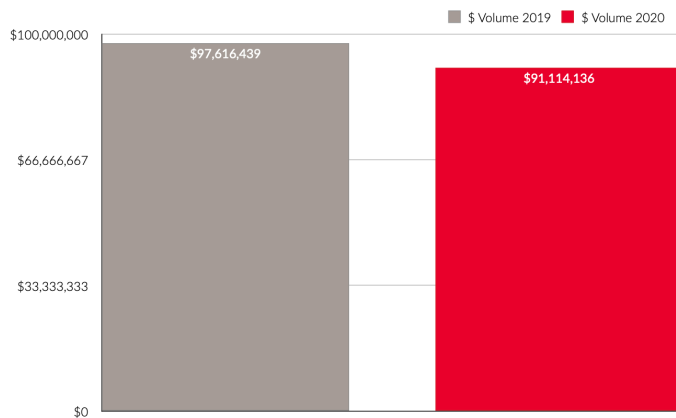
SALE PRICE VS. LIST PRICE RATIO



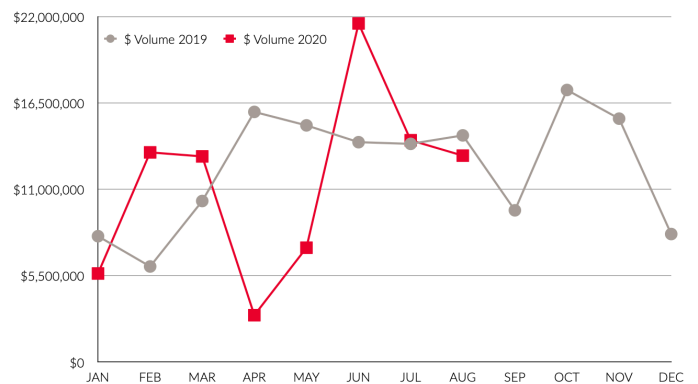
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

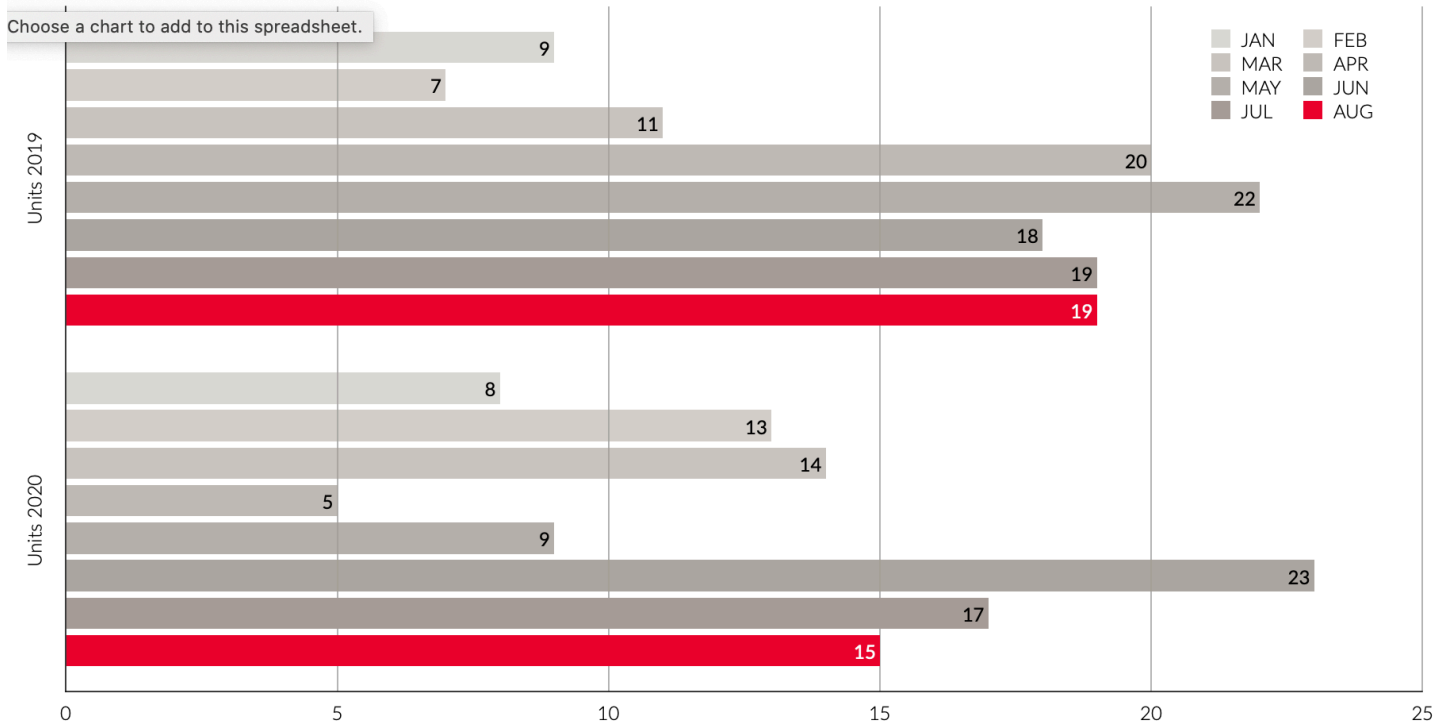


Yearly Totals 2019 vs. 2020

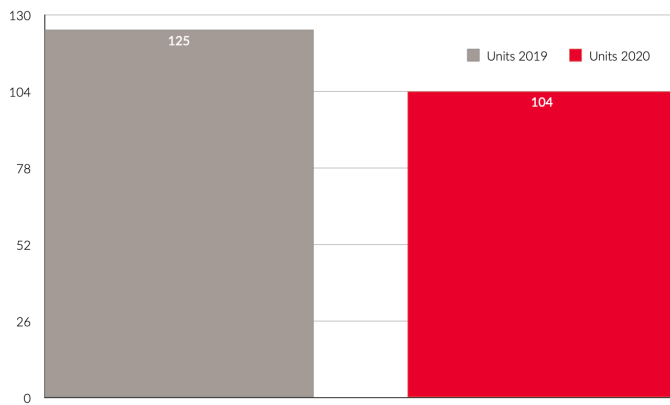


Month vs. Month 2019 vs. 2020

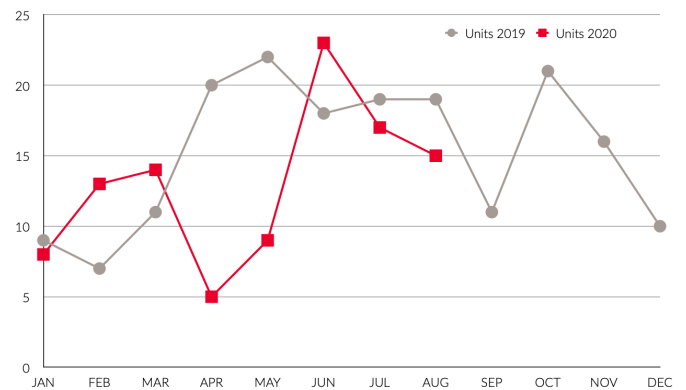
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

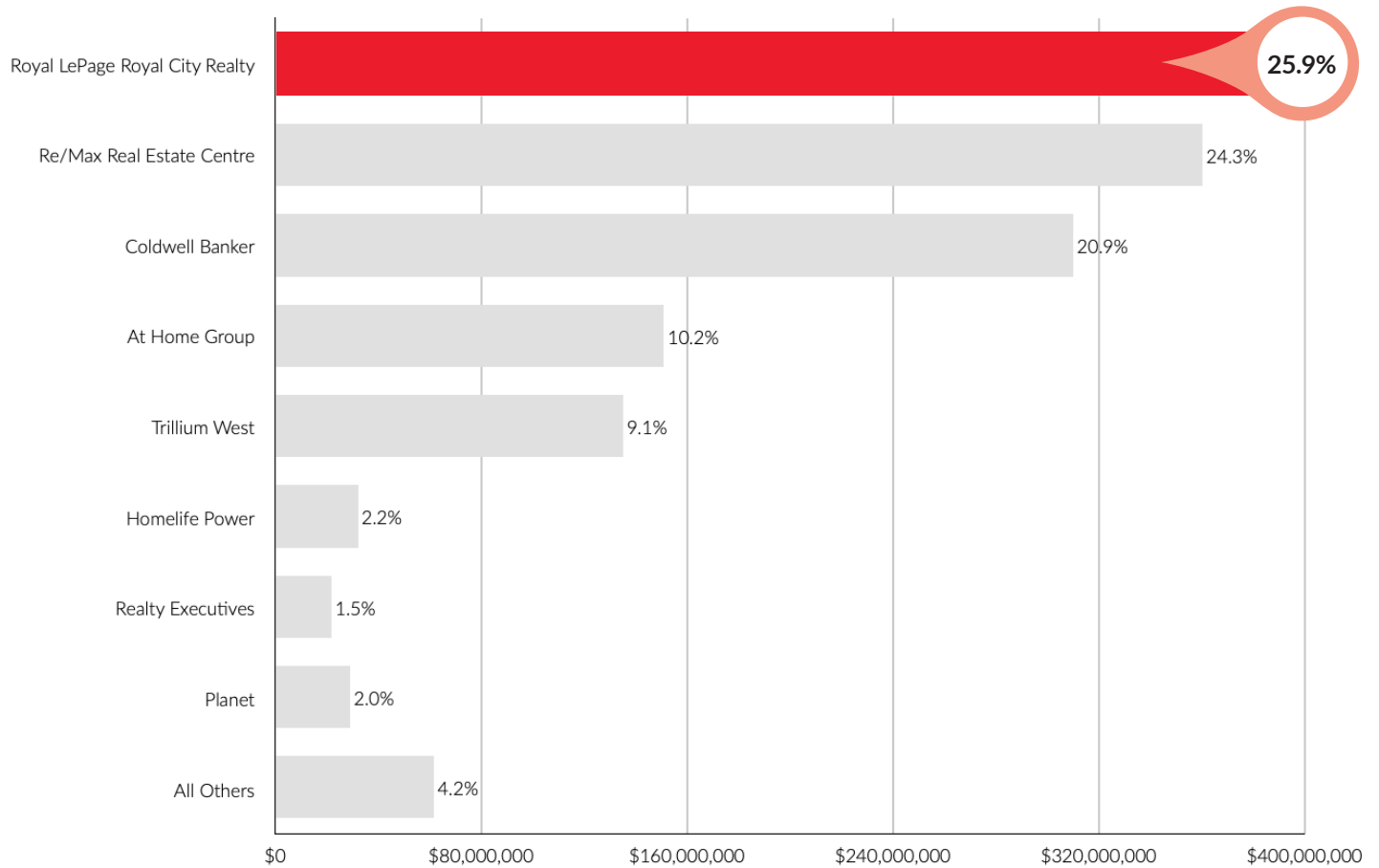


VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$72,014,336 -6.31%	 \$8,339,000 +102.17%	 \$2,565,000 +108.54%
YTD Unit Sales	 80 -18.37%	 13 +30%	 3 No Change
YTD Average Sale Price	 \$900,179 +14.77%	 \$641,462 +55.52%	 \$855,000 +108.54%
August Sales Volume	 \$10,876,900 -17.54%	 \$336,000 Up from \$0	 \$0 No Change
August Unit Sales	 12 -29.41%	 1 Up from 0	 0 No Change

Year-Over-Year Comparison (2020 vs. 2019)

MARKET DOMINANCE

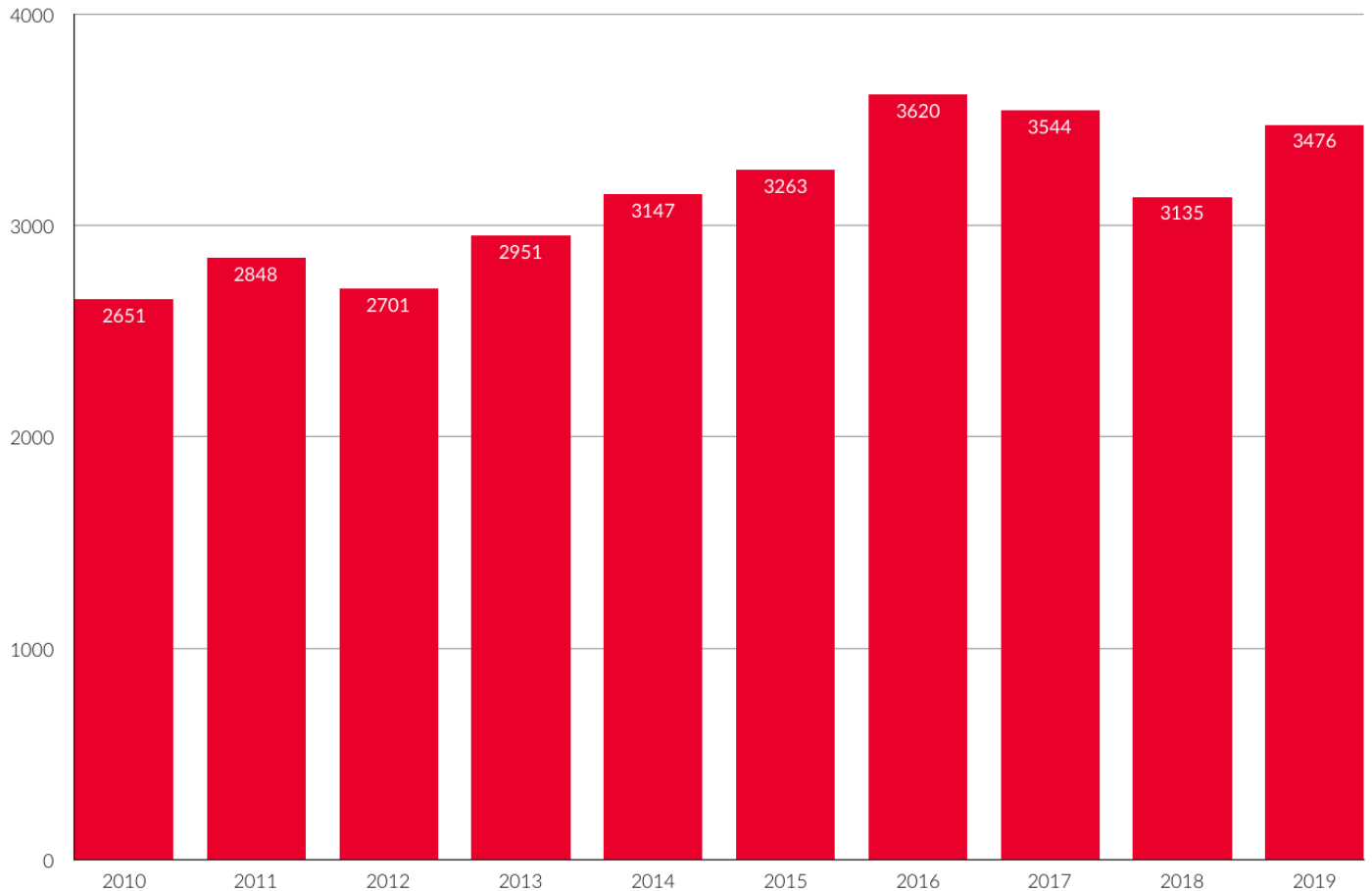


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - August 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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