



2020 SEPTEMBER

GUELPH/ERAMOSA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Listing activity matched the spike in sales activity that this small sample size saw as it heads into Q4. Prices increased only moderately however sales volume more than tripled last September's.



September year-over-year sales volume of \$32,596,430

Up 237.67% from 2019's \$9,653,350 with unit sales of 32 up 190.91% from last September's 11. New listings of 32 are down 23.81% from a year ago, with the sales/listing ratio of 100% up 73.81%.



Year-to-date sales volume of \$123,710,566

Up 15.33% from 2019's \$107,269,789 with unit sales of 136 equal to this time last year. New listings of 186 are down 31.8% from a year ago, with the sales/listing ratio of 73.12% up 23.3%.



Year-to-date average sale price of \$858,826

Up from \$812,742 one year ago with median sale price of \$755,000 up from \$740,000 one year ago. Average days-on-market of 49.44 is up 1.88 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$855,100

+8.72%

Sales Volume

\$32,596,430

+237.67%

Unit Sales

32

+190.91%

New Listings

32

-23.81%

Expired Listings

2

-33.33%

Unit Sales/Listings Ratio

100%

+73.81%

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

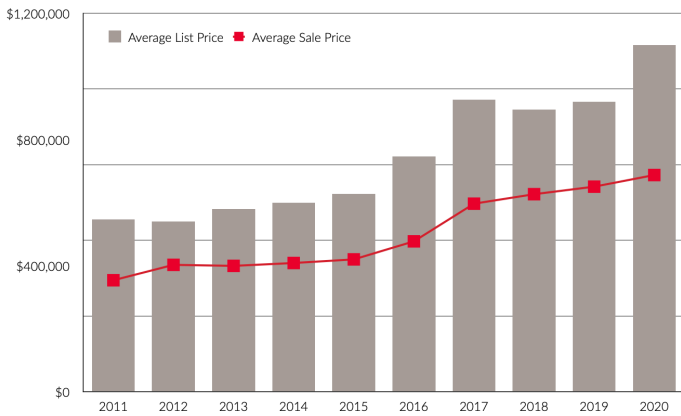


THE MARKET IN DETAIL

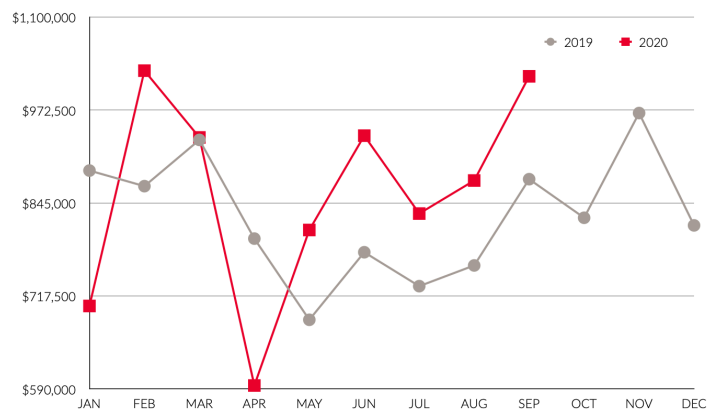
	2018	2019	2020	2019-2020
YTD Volume Sales	\$93,941,688	\$107,269,789	\$123,710,566	+15.33%
YTD Unit Sales	120	136	136	No Change
YTD New Listings	254	273	186	-31.87%
YTD Sales/Listings Ratio	47.24%	49.82%	73.12%	+23.3%
YTD Expired Listings	27	50	24	-52%
September Volume Sales	\$6,655,000	\$9,653,350	\$32,596,430	+237.67%
September Unit Sales	10	11	32	+190.91
September New Listings	22	42	32	-23.81%
September Sales/Listings Ratio	45.45%	26.19%	100%	+73.81%
September Expired Listings	4	3	2	-33.33%
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	4	3	-25%
YTD Sales: Under \$350K-\$549K	18	16	12	-25%
YTD Sales: Under \$550K-\$749K	47	56	35	-37.5%
YTD Sales: Under \$750K-\$999K	38	36	54	+50%
YTD Sales: \$1M+	12	24	32	+33.33%
YTD Average Days-On-Market	42.22	47.56	49.44	+3.97%
YTD Average Sale Price	\$782,918	\$812,742	\$858,826	+5.67%
YTD Median Sale Price	\$715,000	\$740,000	\$755,000	+2.03%

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

AVERAGE SALE PRICE

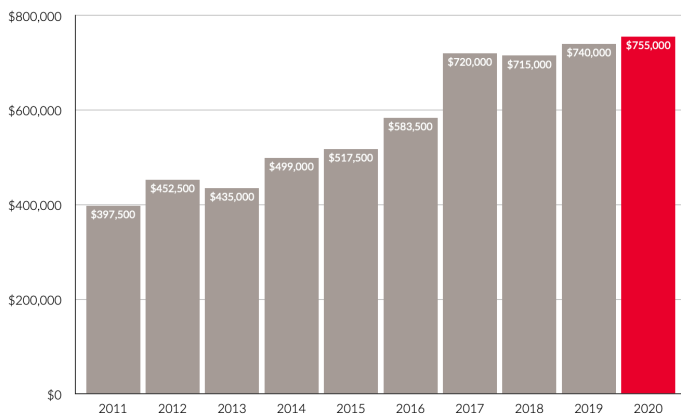


Year-Over-Year

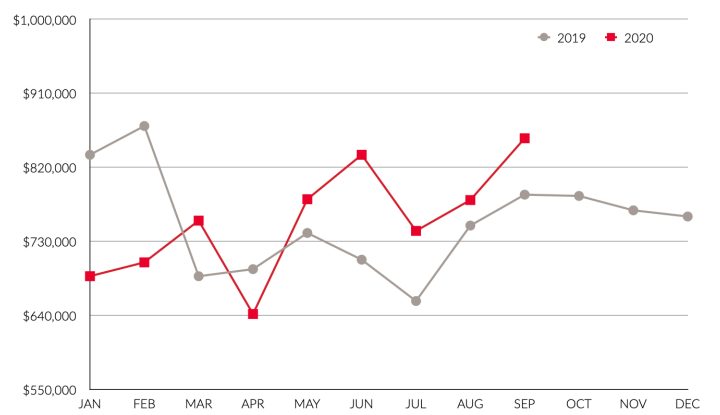


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



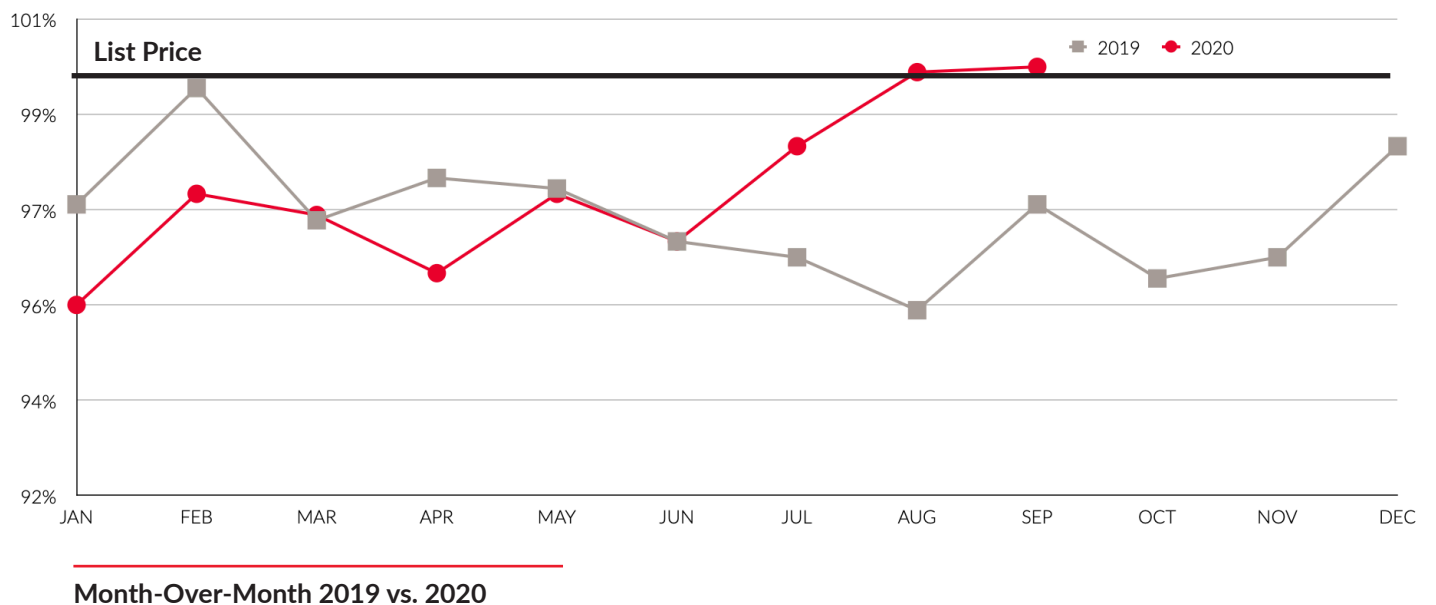
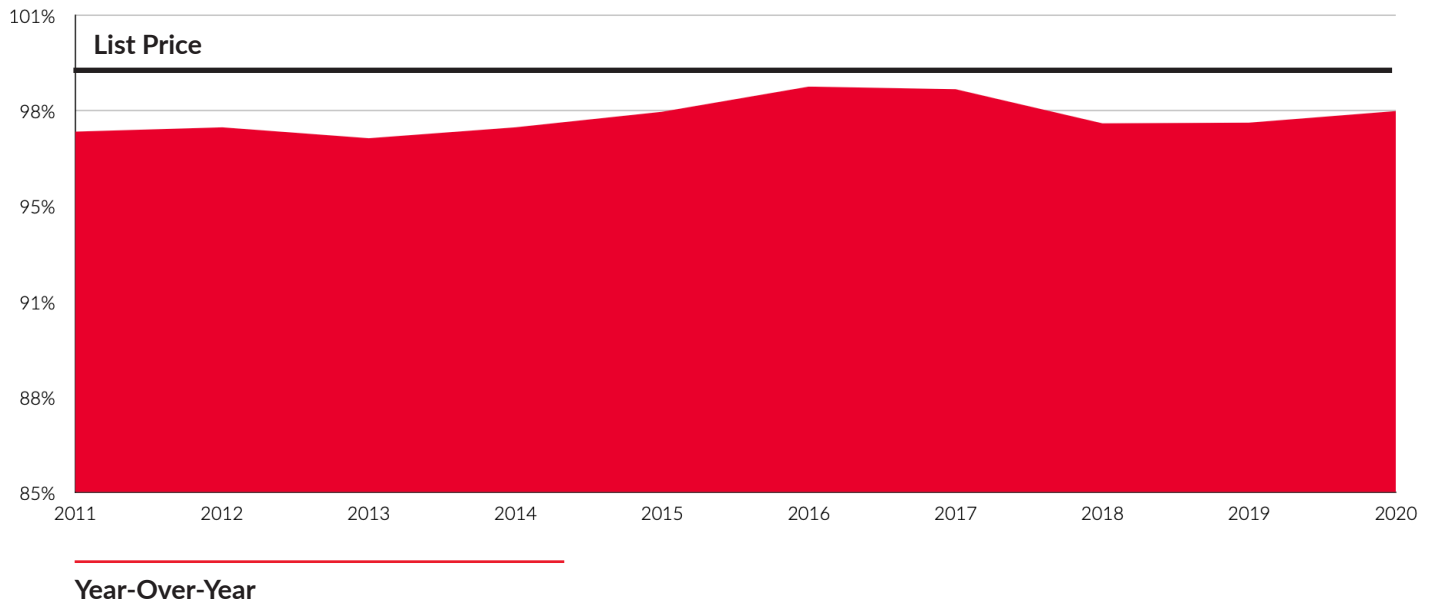
Year-Over-Year



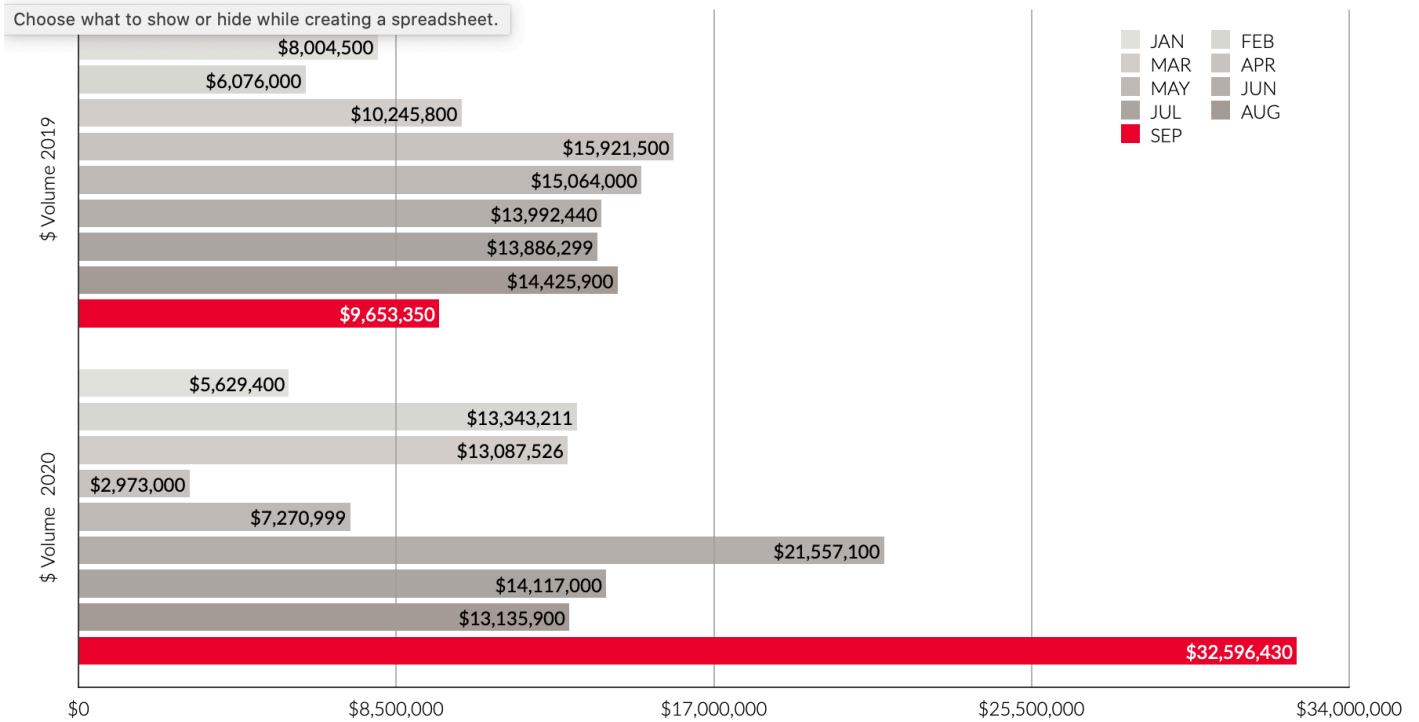
Month-Over-Month 2019 vs. 2020

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

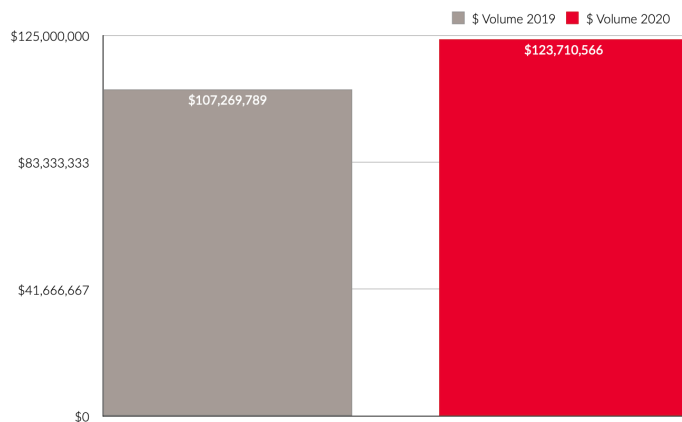
SALE PRICE VS. LIST PRICE RATIO



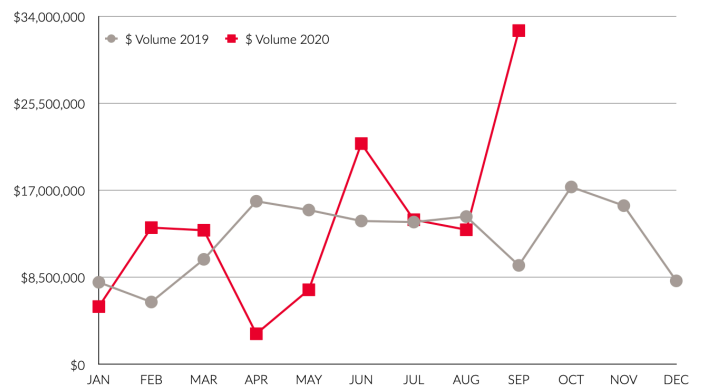
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

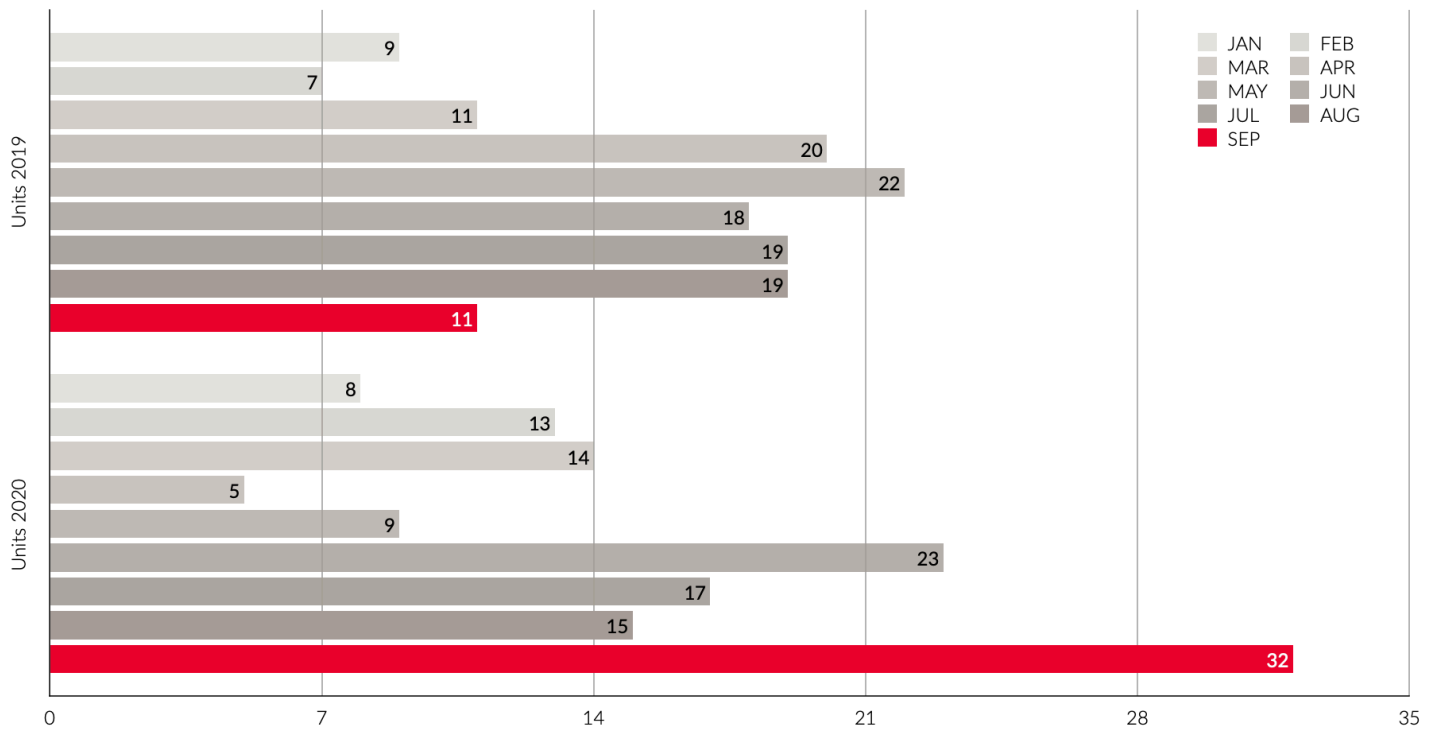


Yearly Totals 2019 vs. 2020

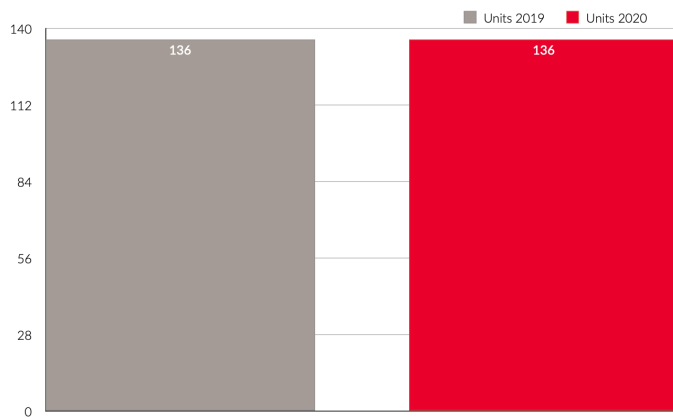


Month vs. Month 2019 vs. 2020

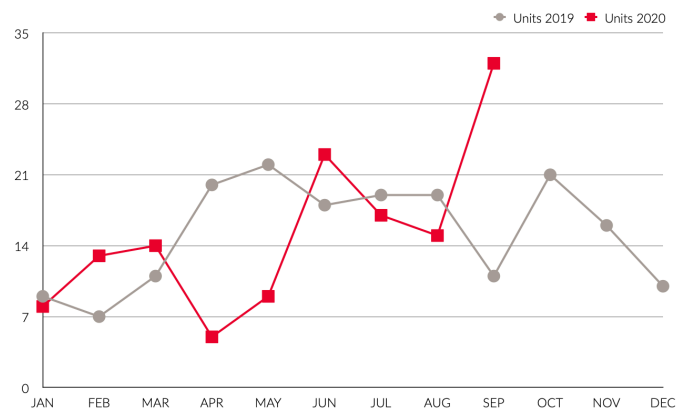
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

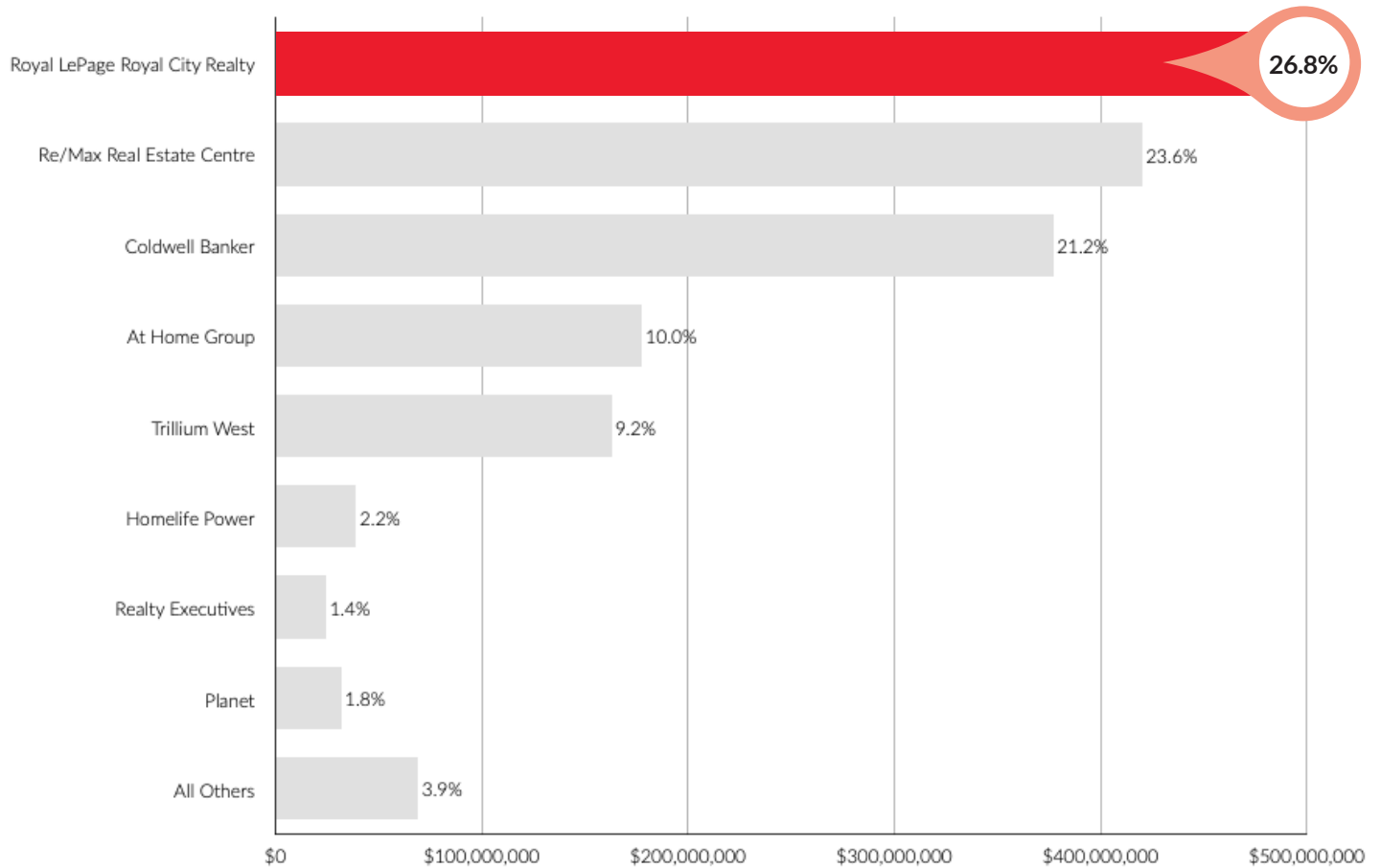


VACANT LAND

YTD Sales Volume	 \$96,468,336 +12.93%	 \$10,671,000 +158.71%	 \$2,851,000 +131.79%
YTD Unit Sales	 104 -3.7%	 16 +60%	 4 +33.33%
YTD Average Sale Price	 \$927,580 +17.28%	 \$666,938 +61.69%	 \$712,750 +73.84%
September Sales Volume	 \$24,454,000 +185.9%	 \$2,332,000 Up from \$0	 \$286,000 Up from \$0
September Unit Sales	 24 +140%	 3 Up from 0	 1 Up from 0

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

MARKET DOMINANCE

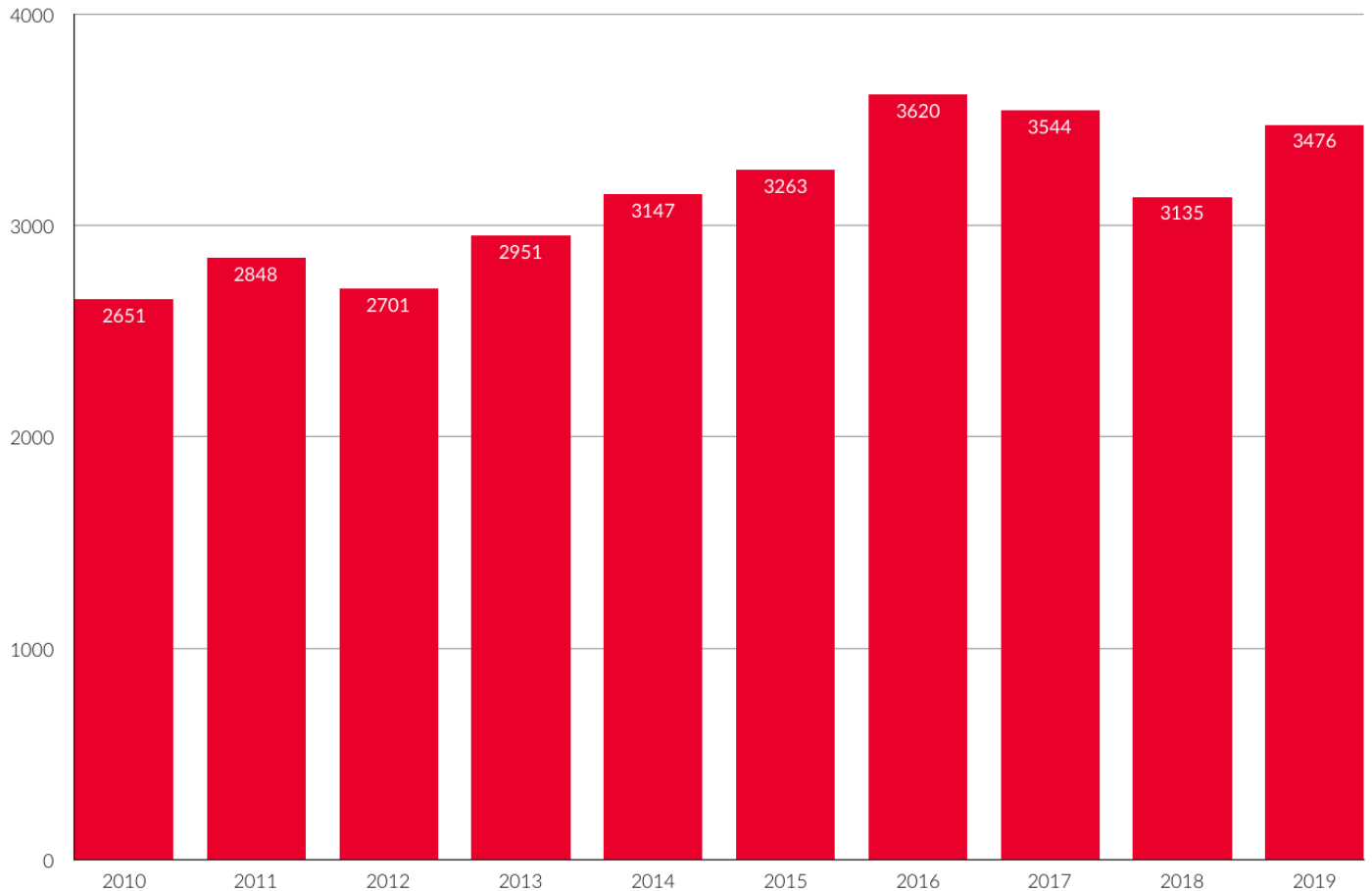


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - September 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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