



2020 OCTOBER

GUELPH/ERAMOSA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

As we kick off Q4, unit sales and sales volume continue to be up while listing activity remains down from last year at this time, adding further demand and pressure on rising prices.



October year-over-year sales volume of \$20,955,800

Up 21.01% from 2019's \$17,317,400 with unit sales of 22 up 4.76% from last October's 21. New listings of 28 are down 12.5% from a year ago, with the sales/listing ratio of 78.57% up 12.95%.



Year-to-date sales volume of \$144,666,366

Up 16.12% from 2019's \$124,587,189 with unit sales of 158 up 0.64% from this time last year. New listings of 214 are down 29.84% from a year ago, with the sales/listing ratio of 73.83% up 22.36%.



Year-to-date average sale price of \$868,197

Up from \$813,932 one year ago with median sale price of \$767,500 up from \$744,500 one year ago. Average days-on-market of 47.40 is up 0.5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$905,000

+15.29%

Sales Volume

\$20,955,800

+21.01%

Unit Sales

22

+4.76%

New Listings

28

-12.5%

Expired Listings

0

Down from 7

Unit Sales/Listings Ratio

78.57%

+12.95%

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

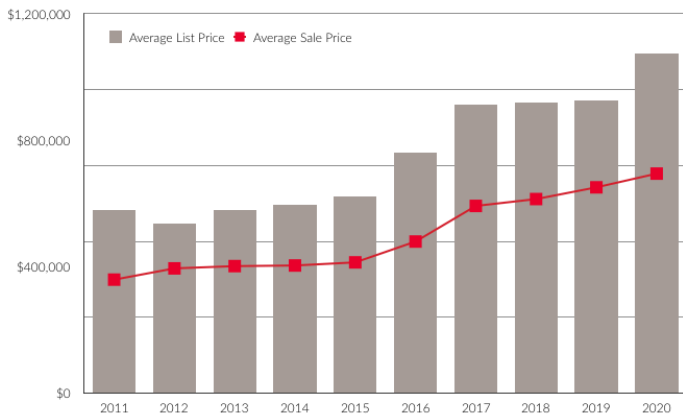


THE MARKET IN DETAIL

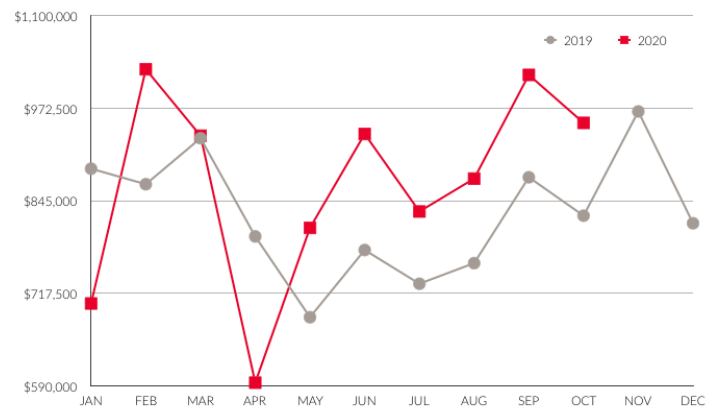
	2018	2019	2020	2019-2020
YTD Volume Sales	\$100,235,038	\$124,587,189	\$144,666,366	+16.12%
YTD Unit Sales	130	157	158	+0.64%
YTD New Listings	280	305	214	-29.84%
YTD Sales/Listings Ratio	46.43%	51.48%	73.83%	+22.36%
YTD Expired Listings	38	57	24	-57.89%
October Volume Sales	\$6,293,350	\$17,317,400	\$20,955,800	+21.01%
October Unit Sales	10	21	22	+4.76%
October New Listings	26	32	28	-12.5%
October Sales/Listings Ratio	38.46%	65.63%	78.57%	+12.95%
October Expired Listings	11	7	0	Down from 7
YTD Sales: Under \$0-\$199K	0	0	0	No Change
YTD Sales: Under \$200K-\$349K	5	4	3	-25%
YTD Sales: Under \$350K-\$549K	20	18	14	-22.22%
YTD Sales: Under \$550K-\$749K	52	63	41	-34.92
YTD Sales: Under \$750K-\$999K	41	43	63	+46.51%
YTD Sales: \$1M+	12	29	37	+27.59%
YTD Average Days-On-Market	44.60	46.90	47.40	+1.07%
YTD Average Sale Price	\$767,559	\$813,932	\$868,197	+6.67%
YTD Median Sale Price	\$705,000	\$744,500	\$767,500	+3.09%

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

AVERAGE SALE PRICE

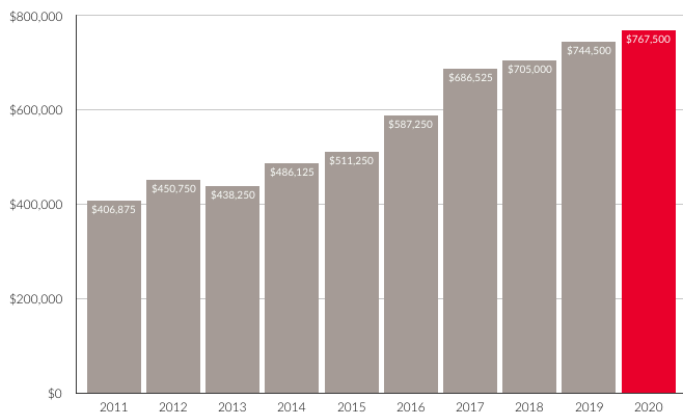


Year-Over-Year

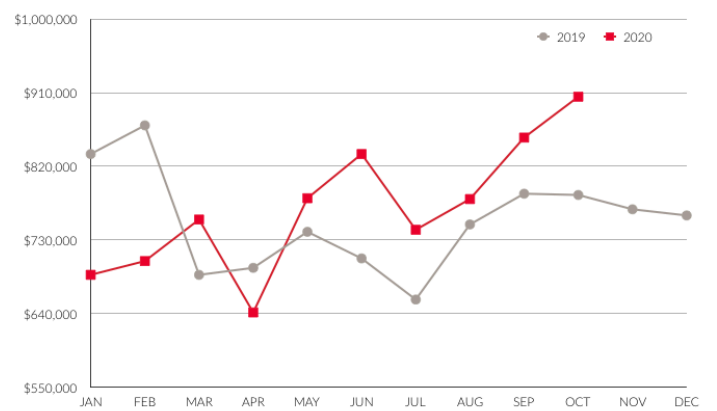


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



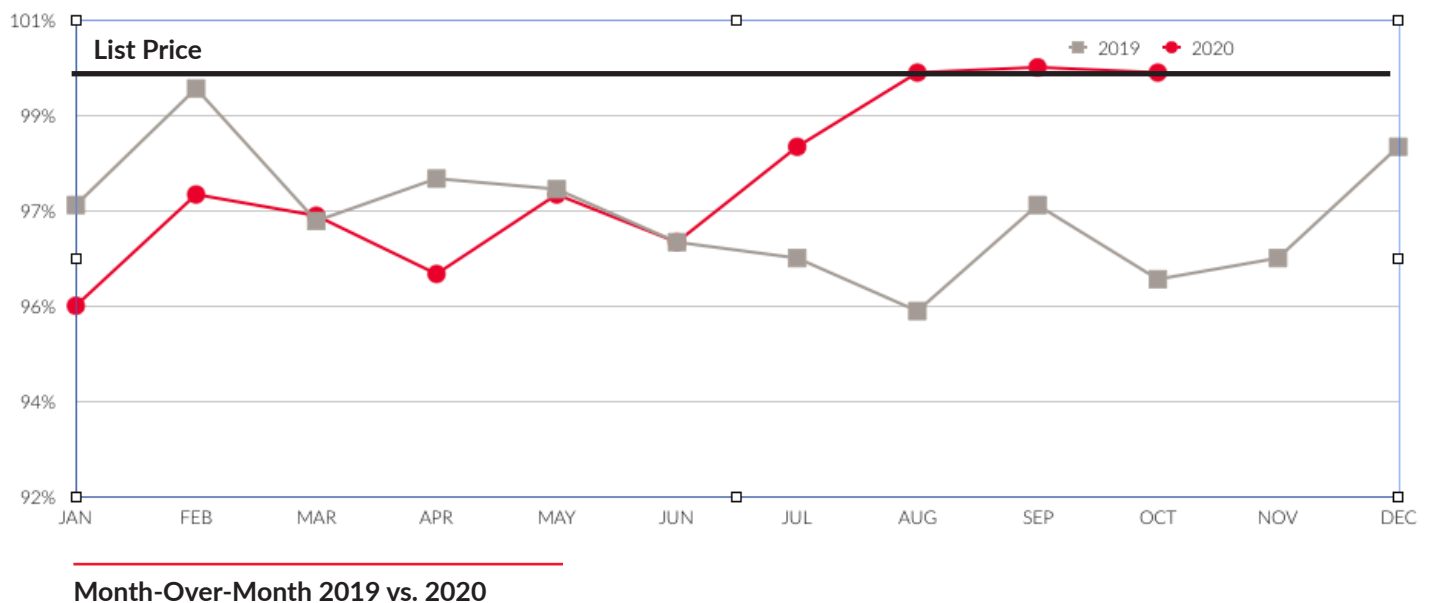
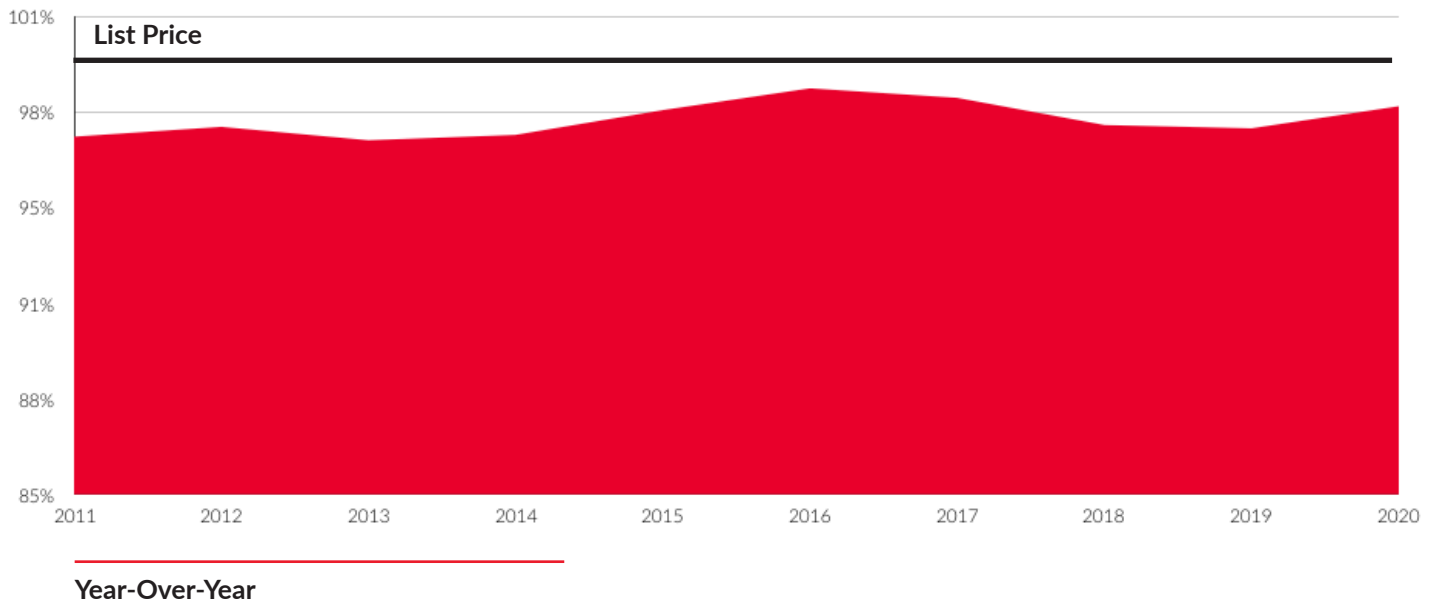
Year-Over-Year



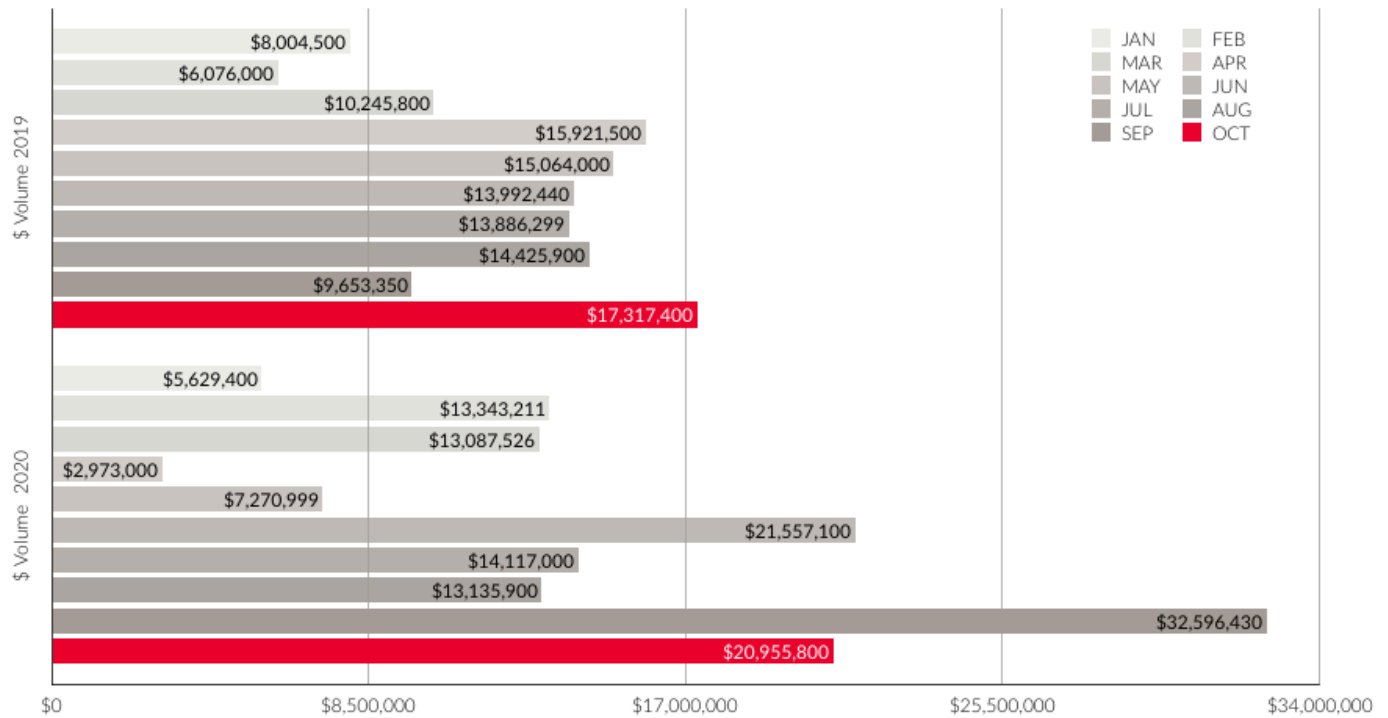
Month-Over-Month 2019 vs. 2020

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

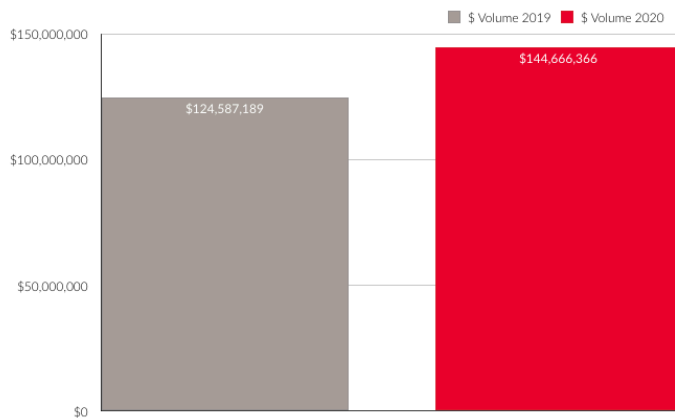
SALE PRICE VS. LIST PRICE RATIO



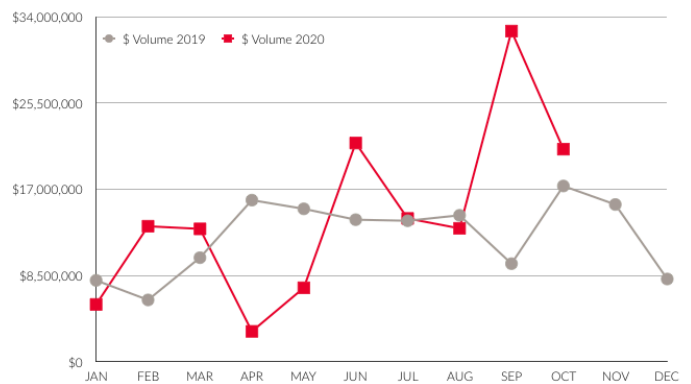
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

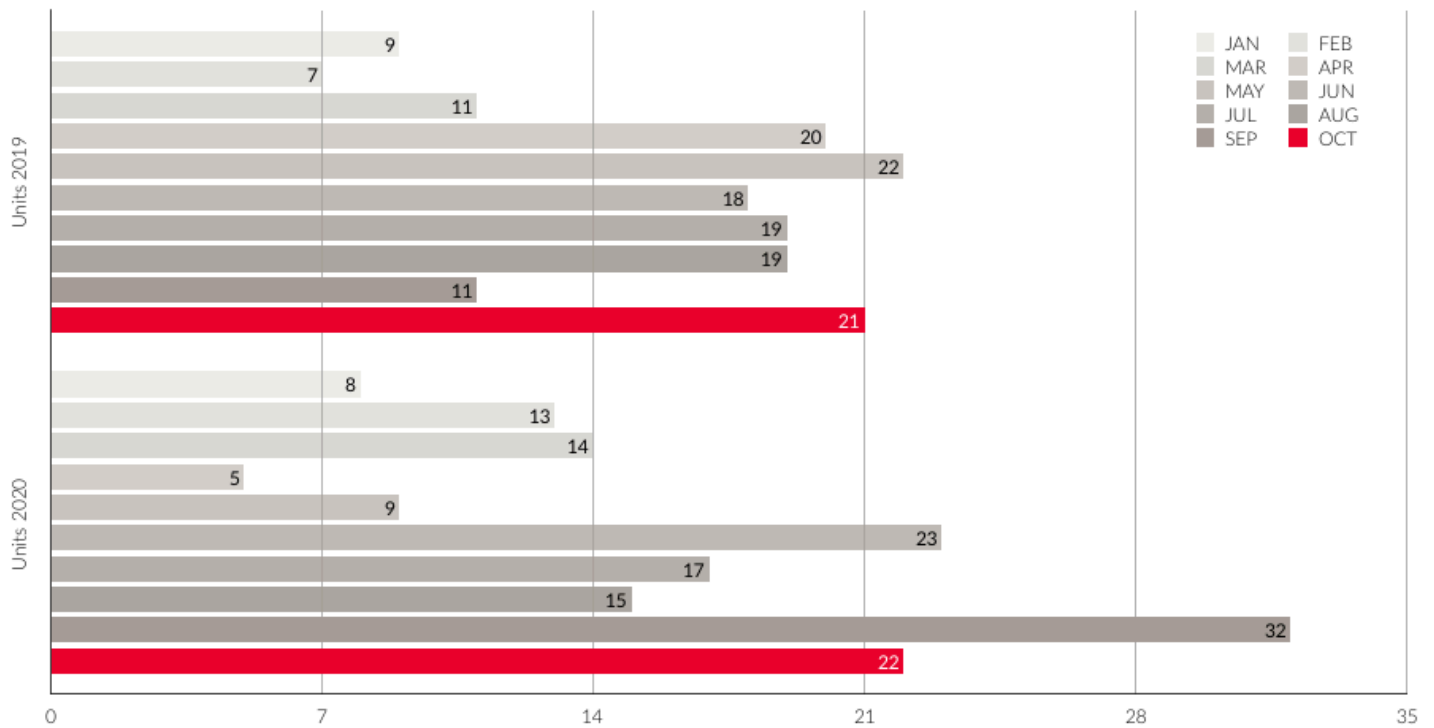


Yearly Totals 2019 vs. 2020

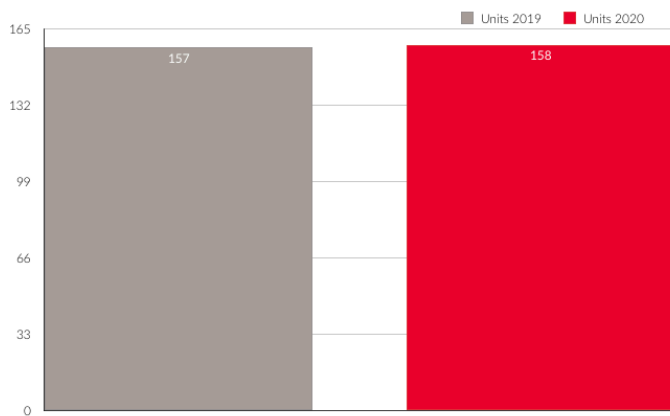


Month vs. Month 2019 vs. 2020

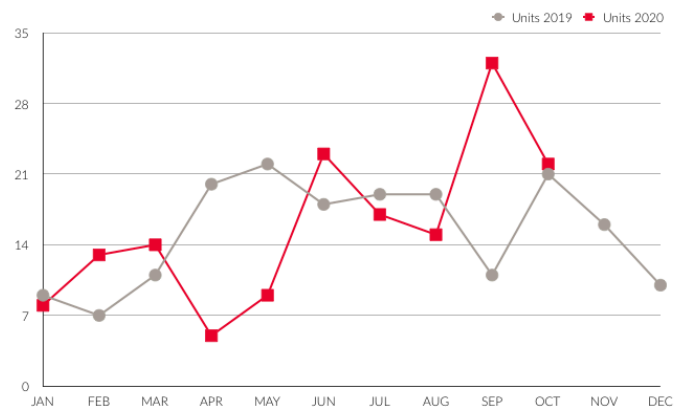
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

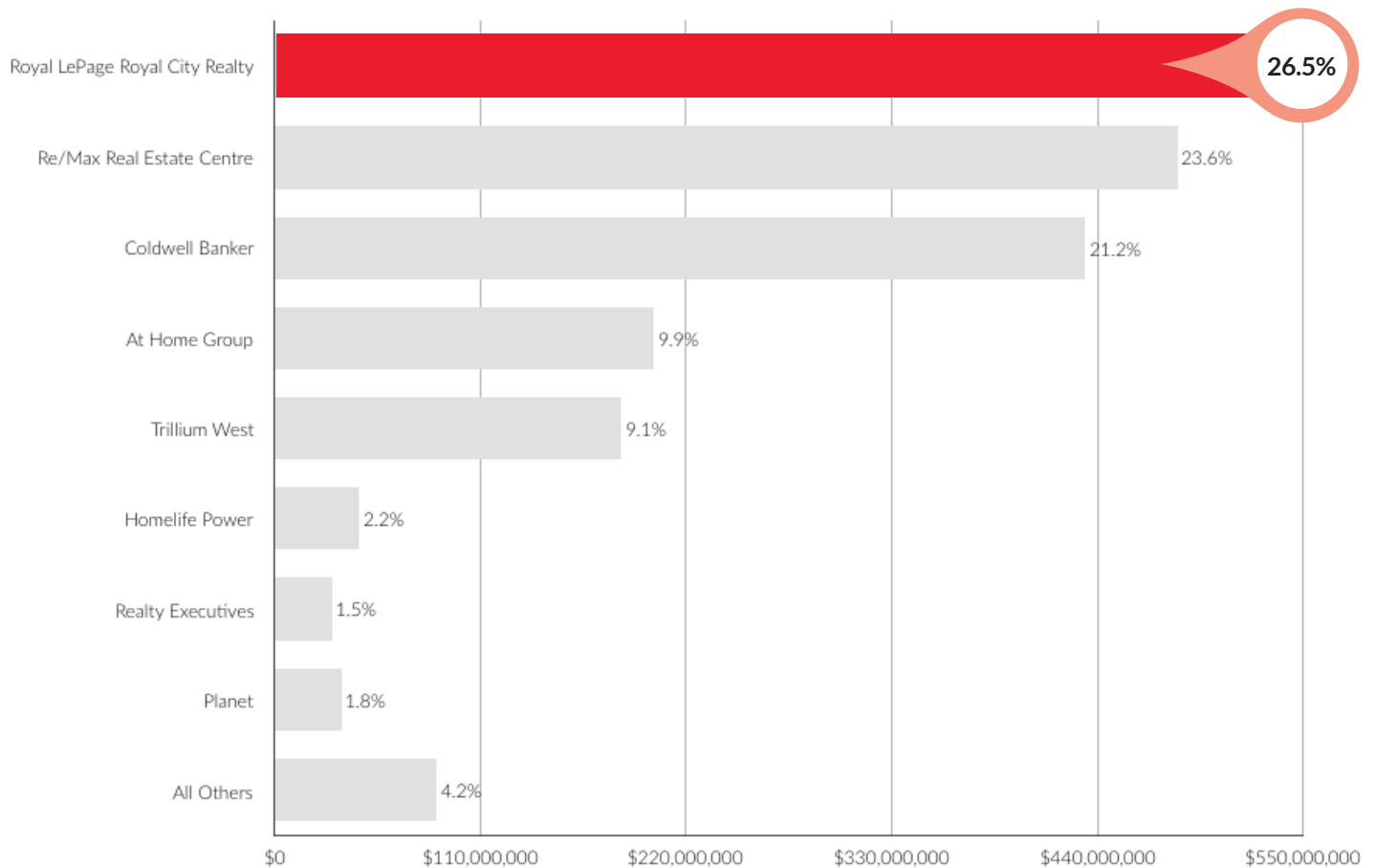


VACANT LAND

YTD Sales Volume	 \$115,974,136 +14.23%	 \$10,671,000 +158.71%	 \$2,851,000 +131.79%
YTD Unit Sales	 125 -2.34%	 16 +60%	 4 +33.33%
YTD Average Sale Price	 \$927,793 +16.98%	 \$666,938 +61.69%	 \$712,750 +73.84%
October Sales Volume	 \$19,505,800 +21.14%	 \$0 No change	 \$0 No change
October Unit Sales	 21 +5%	 0 No change	 0 No change

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

MARKET DOMINANCE

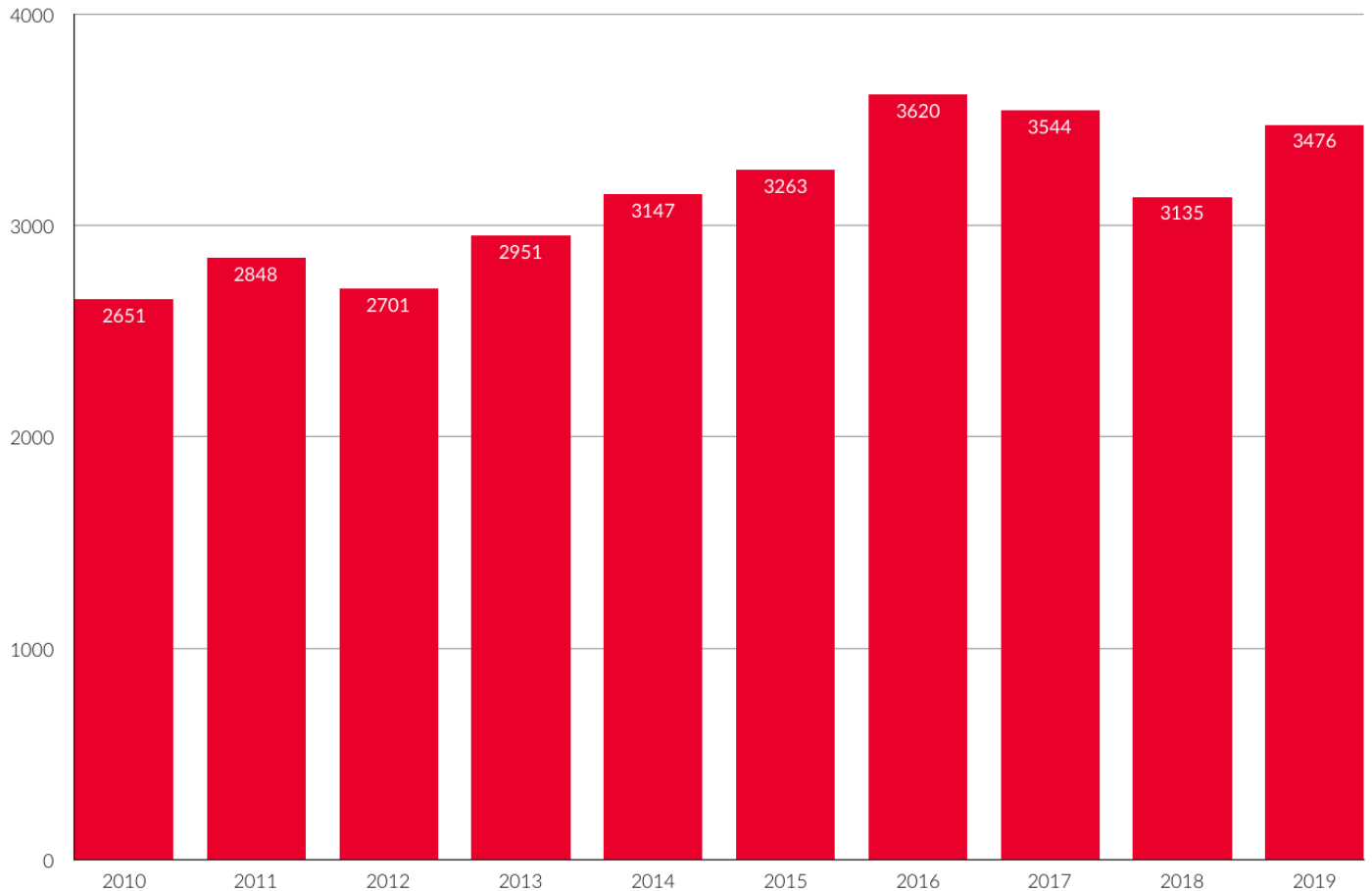


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - October 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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