



2020 DECEMBER

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

As 2020 came to a close, sales activity remained strong for the City of Guelph. A huge increase in demand and limited supply pushed market prices upward. In spite of a challenging and unpredictable year, the market remains stable with sustained demand and increased prices expected for 2021.



December year-over-year sales volume of \$84,756,269

Up 41.35% from 2019's \$59,961,855 with unit sales of 134 up 25.23% from last December's 107. New listings of 90 are up 5.88% from a year ago, with the sales/listing ratio of 48.91% up 5.05%.



Year-to-date sales volume of \$1,547,657,850

Up 24.37% from 2019's \$1,244,421,258 with unit sales of 2,479 up 7.64% from 2019's 2,303. New listings of 3,003 are down 7.74% from a year ago, with the sales/listing ratio of 82.55% up 11.8%.



Year-to-date average sale price of \$616,286

Up from \$539,066 one year ago with median sale price of \$584,375 up from \$518,500 one year ago. Average days-on-market of 20.25 is down 6.75 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$612,700

+17.83%

Sales Volume

\$84,756,269

+41.35%

Unit Sales

134

+25.23%

New Listings

90

+5.88%

Expired Listings

12

-71.43%

Unit Sales/Listings Ratio

48.91%

+5.05%

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

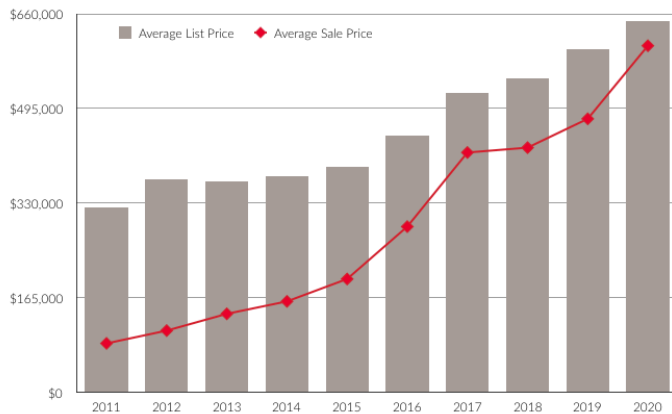


THE MARKET IN DETAIL

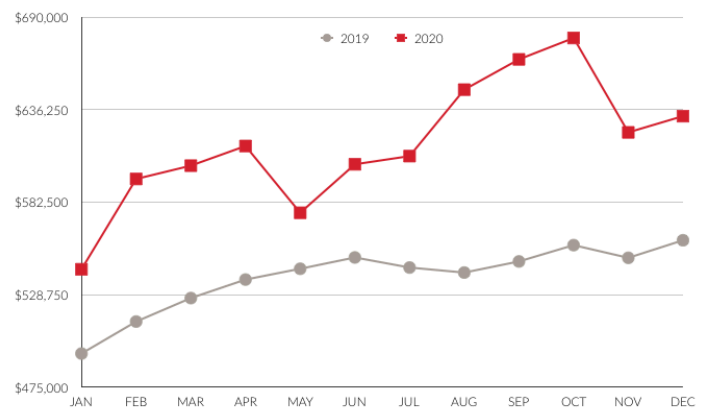
	2018	2019	2020	2019-2020
YTD Volume Sales	\$1,070,539,340	\$1,244,421,258	\$1,547,657,850	+24.37%
YTD Unit Sales	2107	2303	2479	+7.64%
YTD New Listings	3,166	3,255	3,003	-7.74%
YTD Sales/Listings Ratio	66.55%	70.75%	82.55%	+11.80%
YTD Expired Listings	291	340	165	-51.47%
December Volume Sales	\$43,168,649	\$59,961,855	\$84,756,269	+41.35%
December Unit Sales	86	107	134	+25.23%
December New Listings	63	85	90	+5.88%
December Sales/Listings Ratio	31.85%	43.85%	48.91%	+5.05%
December Expired Listings	32	42	12	-71.43%
YTD Sales: Under \$0-\$199K	14	5	7	+40%
YTD Sales: Under \$200K-\$349K	315	283	114	-59.72%
YTD Sales: Under \$350K-\$549K	1063	1073	889	-17.15%
YTD Sales: Under \$550K-\$749K	466	687	1019	+48.33%
YTD Sales: Under \$750K-\$999K	128	207	348	+68.12%
YTD Sales: \$1M+	39	48	99	+106.3%
YTD Average Days-On-Market	26.75	27	20.25	-25%
YTD Average Sale Price	\$508,611	\$539,066	\$616,286	+14.32%
YTD Median Sale Price	\$478,100	\$518,500	\$584,375	+12.7%

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

AVERAGE SALE PRICE

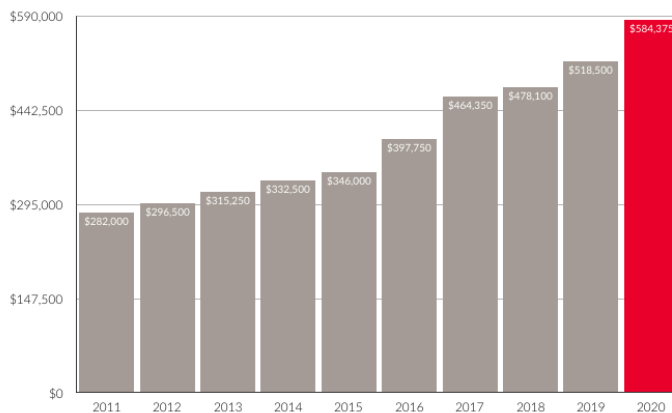


Year-Over-Year

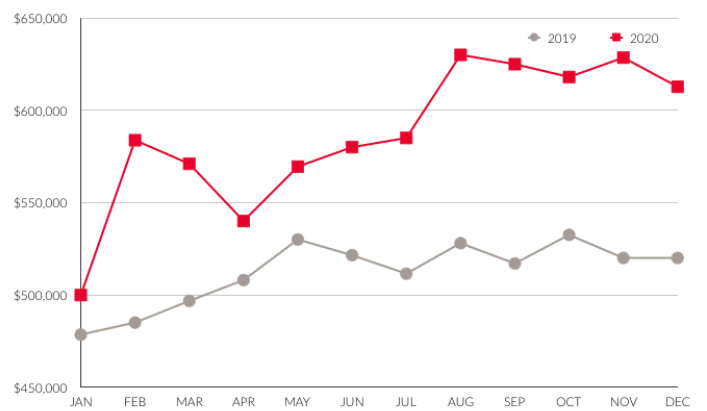


Month-Over-Month 2019 vs. 2020

MEDIAN SALE PRICE



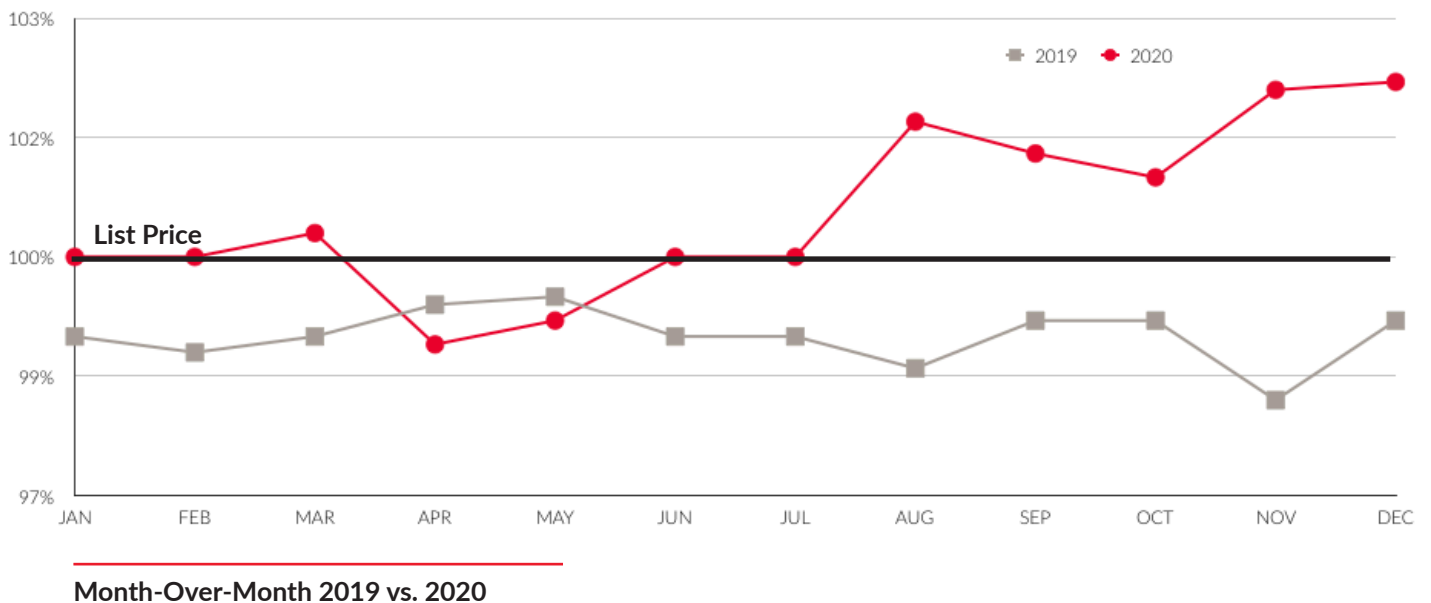
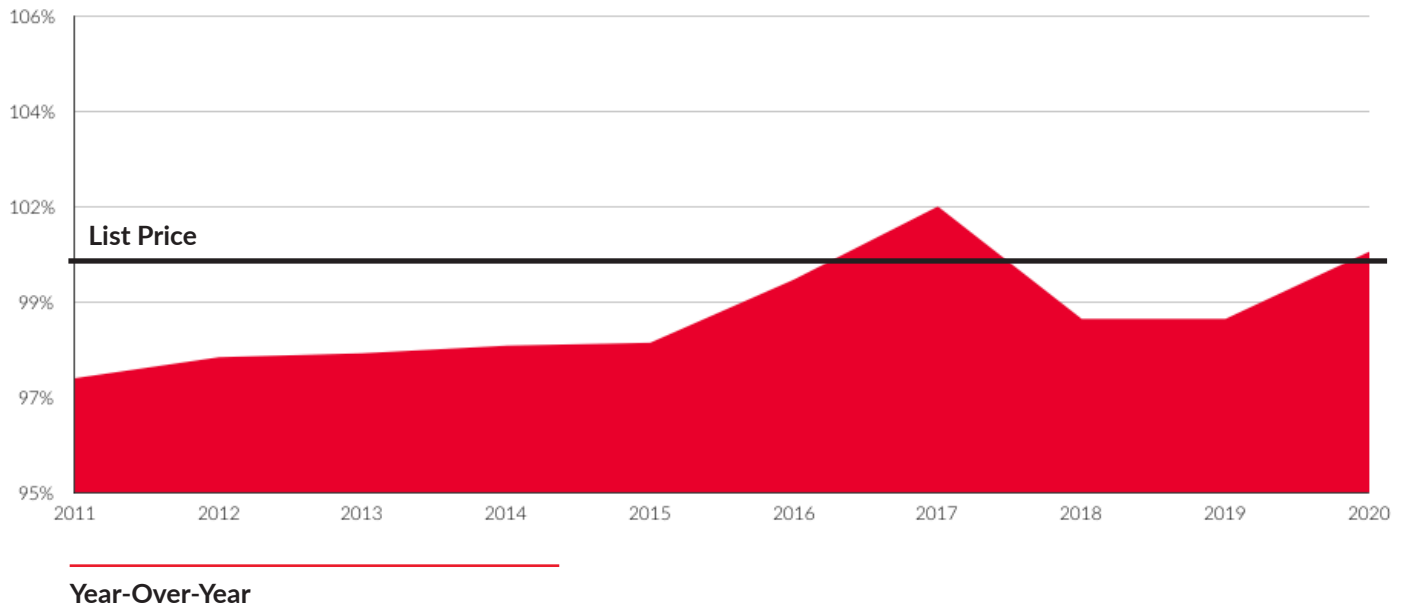
Year-Over-Year



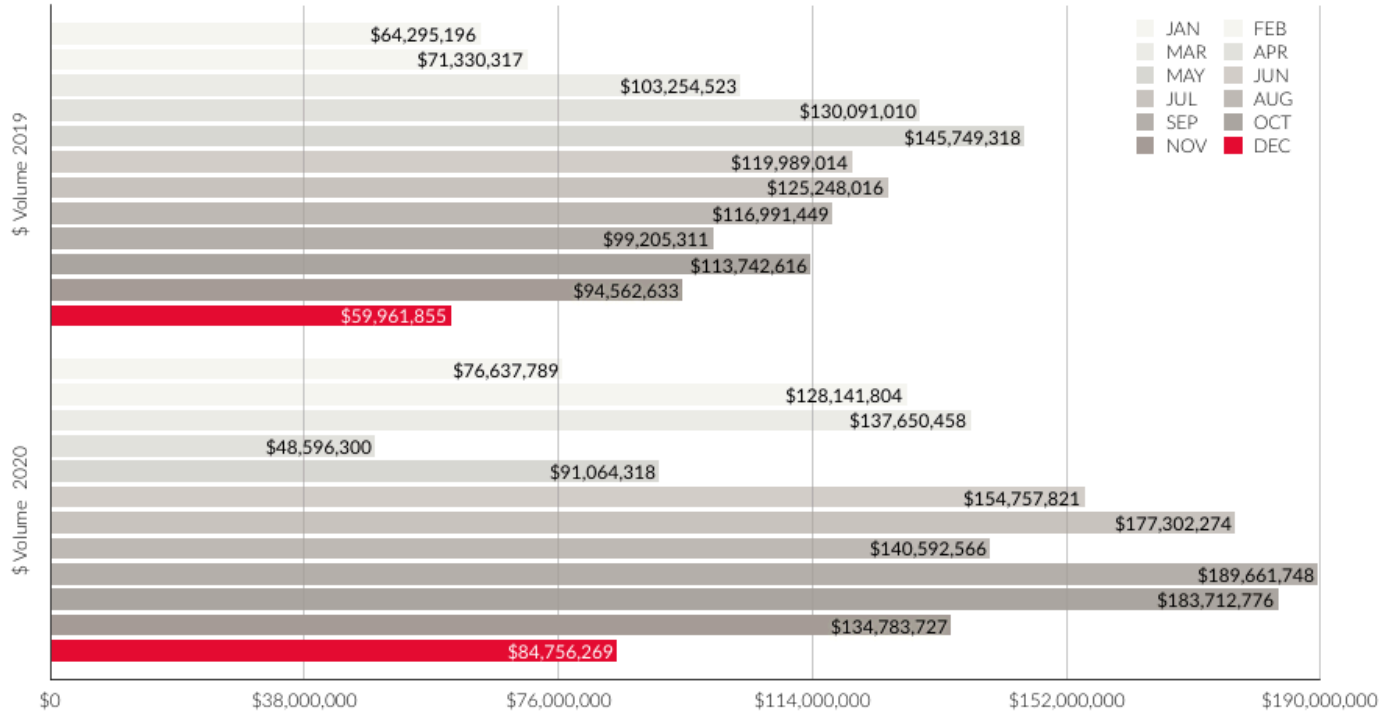
Month-Over-Month 2019 vs. 2020

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

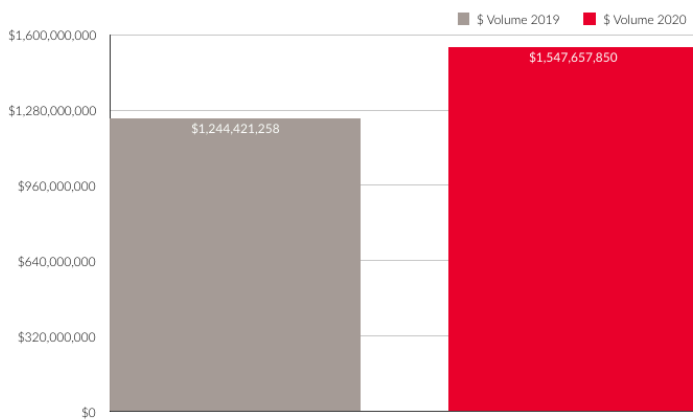
SALE PRICE VS. LIST PRICE RATIO



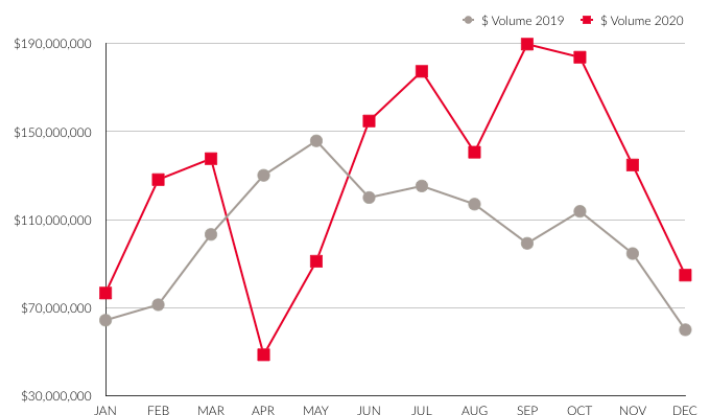
DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

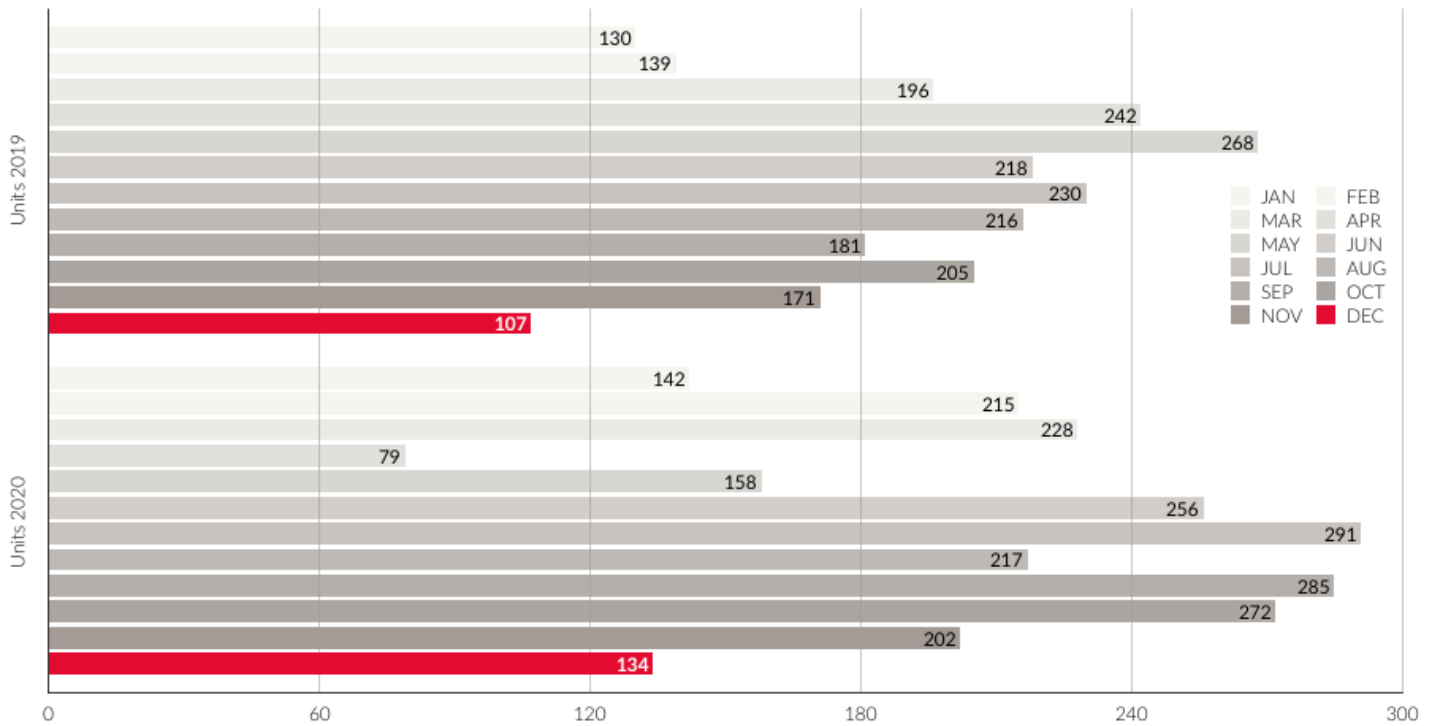


Yearly Totals 2019 vs. 2020

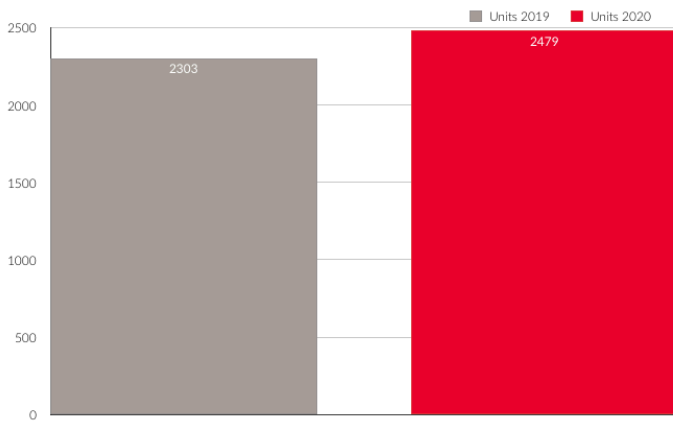


Month vs. Month 2019 vs. 2020

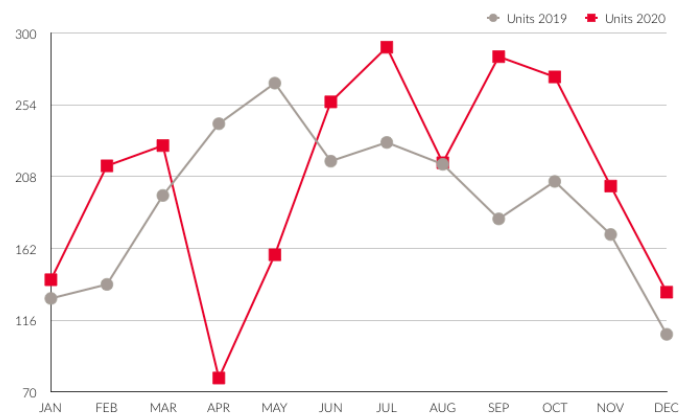
UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



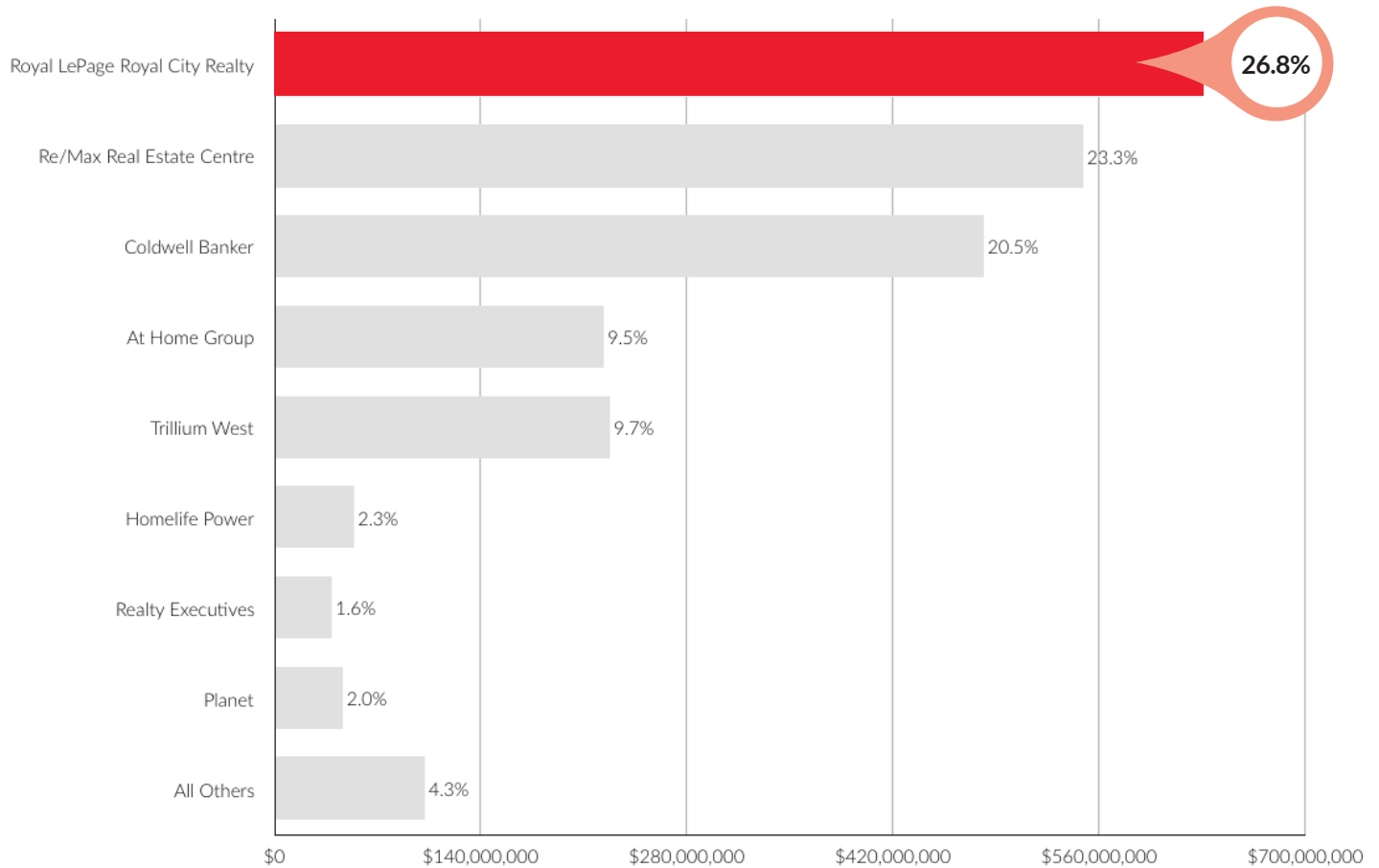
VACANT LAND

YTD Sales Volume	 \$1,065,550,946 +19.7%	 \$387,110,093 +25.29%	 \$4,055,000 +233.4%
YTD Unit Sales	 1,551 +5.01%	 827 +7.96%	 6 +100%
YTD Average Sale Price	 \$687,009 +13.99%	 \$468,090 +16.04%	 \$675,833.33 +66.7%
December Sales Volume	 \$54,686,949 +36.42%	 \$24,555,320 +64.36%	 \$0 Down from \$325,000
December Unit Sales	 76 +16.92%	 51 +45.71%	 0 Down from 1

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January - December 2020



10 YEAR MARKET ANALYSIS



Units Sold



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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