



# 2020 DECEMBER

## **GUELPH/ERAMOSA** Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

Sales volume has more than doubled with the median sales price also seeing an increase in Guelph Eramosa. Unit sales are up from this time last year, while new listings for December has shown a decrease. Overall sales activity remains strong closing out the year, inspite of a volatile year.



### December year-over-year sales volume of \$17,833,100

Up 119.03% from 2019's \$8,142,000 with unit sales of 15 up 50% from last December's 10. New listings of 9 are down 35.71% from a year ago, with the sales/listing ratio of 53.57% up 22.32%.



### Year-to-date sales volume of \$188,565,766

Up 27.22% from 2019's \$148,221,339 with unit sales of 197 up 7.65% from this time last year. New listings of 236 are down 30.18% from a year ago, with the sales/listing ratio of 83.47% up 29.33%.



### Year-to-date average sale price of \$913,078

Up from \$826,815 one year ago with median sale price of \$780,500 up from \$754,500 one year ago. Average days-on-market of 46.83 is down 1.67 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$1,032,500**

+35.86%

Sales Volume

**\$17,833,100**

+119.03%

Unit Sales

**15**

+50%

New Listings

**9**

-35.71%

Expired Listings

**3**

+50%

Unit Sales/Listings Ratio

**53.57%**

+22.32%

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



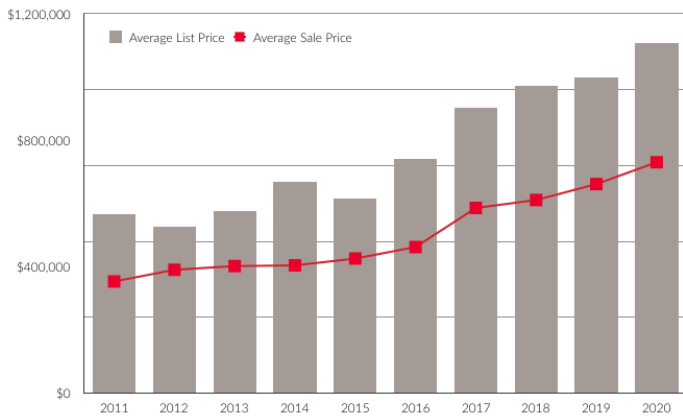


# THE MARKET IN DETAIL

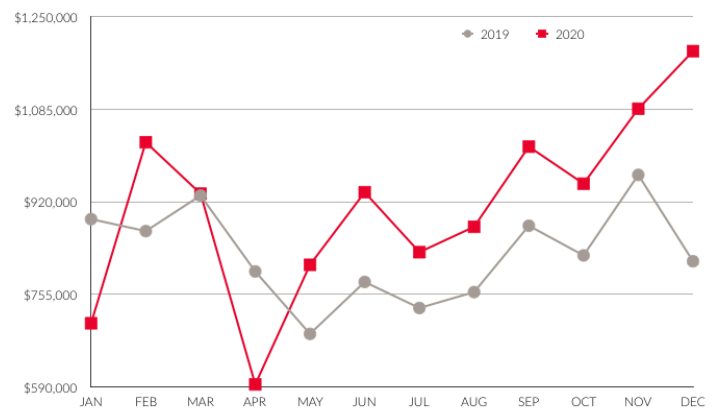
	2018	2019	2020	2019-2020
<b>YTD Volume Sales</b>	\$109,093,538	\$148,221,339	\$188,565,766	+27.22%
<b>YTD Unit Sales</b>	142	183	197	+7.65%
<b>YTD New Listings</b>	305	338	236	-30.18%
<b>YTD Sales/Listings Ratio</b>	46.56%	54.14%	83.47%	-70.67%
<b>YTD Expired Listings</b>	48	62	27	-56.45%
<b>December Volume Sales</b>	\$3,065,000	\$8,142,000	\$17,833,100	+119.03%
<b>December Unit Sales</b>	4	10	15	+50%
<b>December New Listings</b>	7	14	9	-35.71%
<b>December Sales/Listings Ratio</b>	15.38%	31.25%	53.57%	+22.32%
<b>December Expired Listings</b>	4	2	3	+50%
<b>YTD Sales: Under \$0-\$199K</b>	0	0	0	No change
<b>YTD Sales: Under \$200K-\$349K</b>	5	5	3	-40%
<b>YTD Sales: Under \$350K-\$549K</b>	21	18	16	-11.11%
<b>YTD Sales: Under \$550K-\$749K</b>	59	73	47	-35.62%
<b>YTD Sales: Under \$750K-\$999K</b>	45	53	77	+45.28%
<b>YTD Sales: \$1M+</b>	12	32	55	+71.88%
<b>YTD Average Days-On-Market</b>	47.17	48.50	46.83	-3.44%
<b>YTD Average Sale Price</b>	\$763,836	\$826,815	\$913,078	+10.43%
<b>YTD Median Sale Price</b>	\$705,000	\$754,500	\$780,500	+3.45%

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

# AVERAGE SALE PRICE

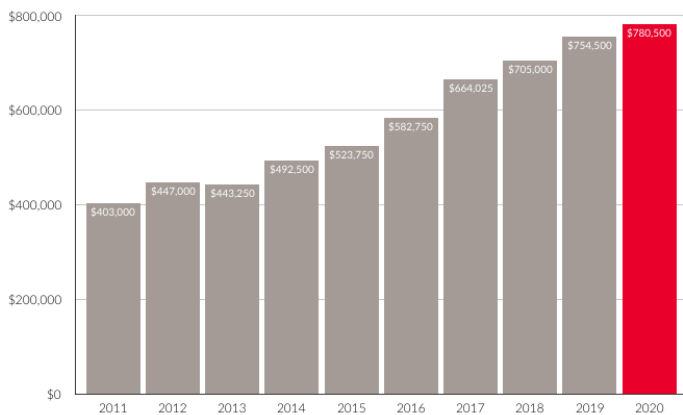


Year-Over-Year

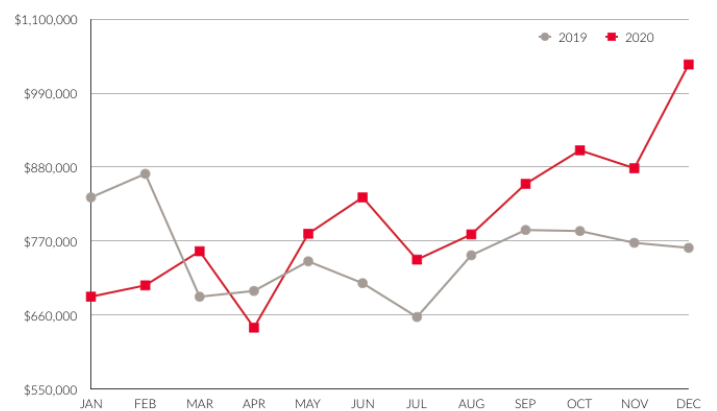


Month-Over-Month 2019 vs. 2020

# MEDIAN SALE PRICE



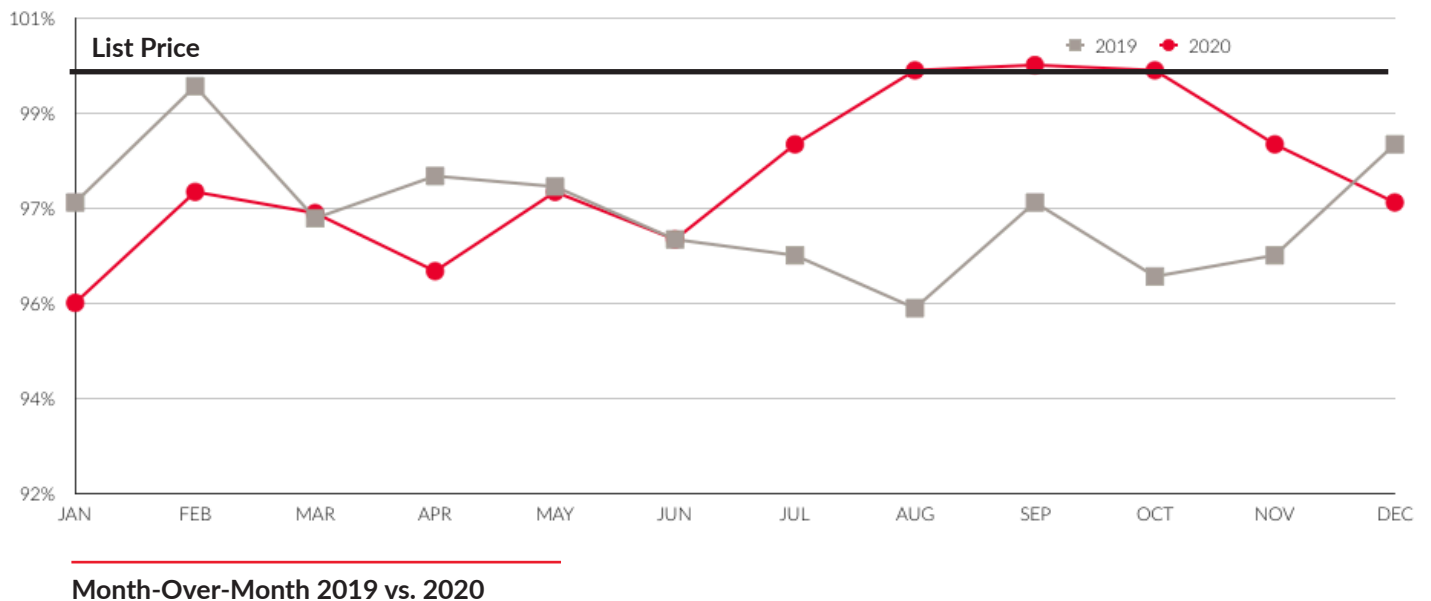
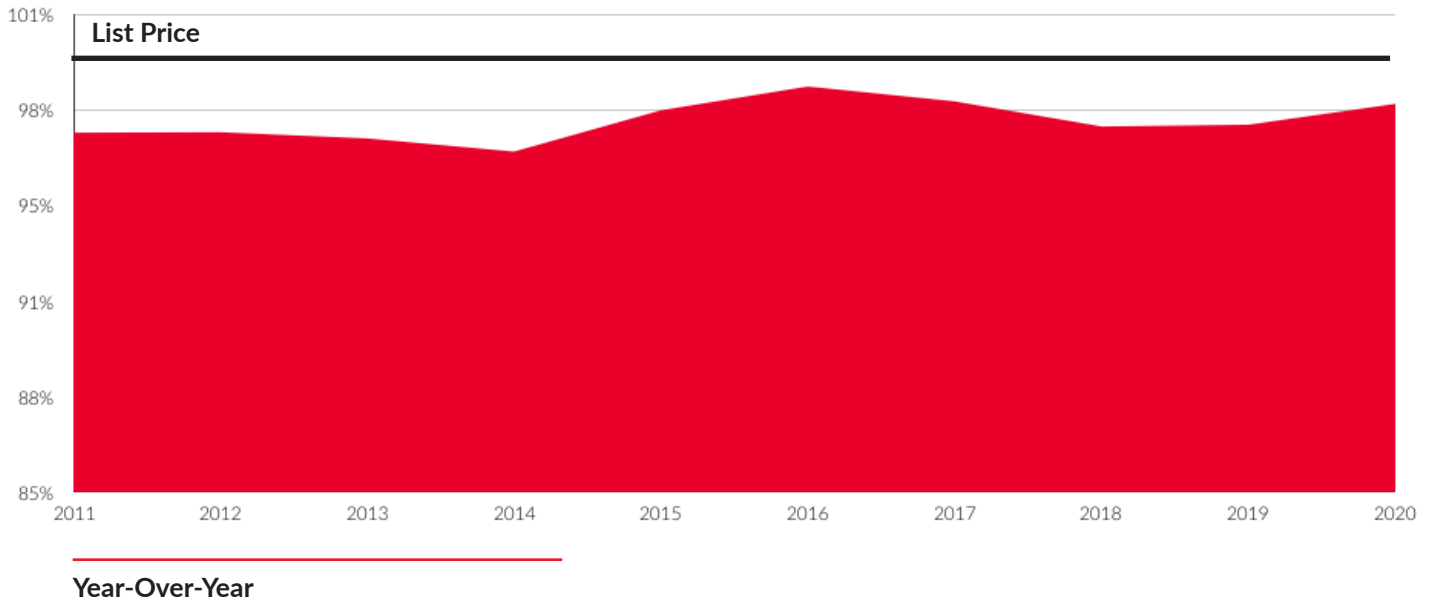
Year-Over-Year



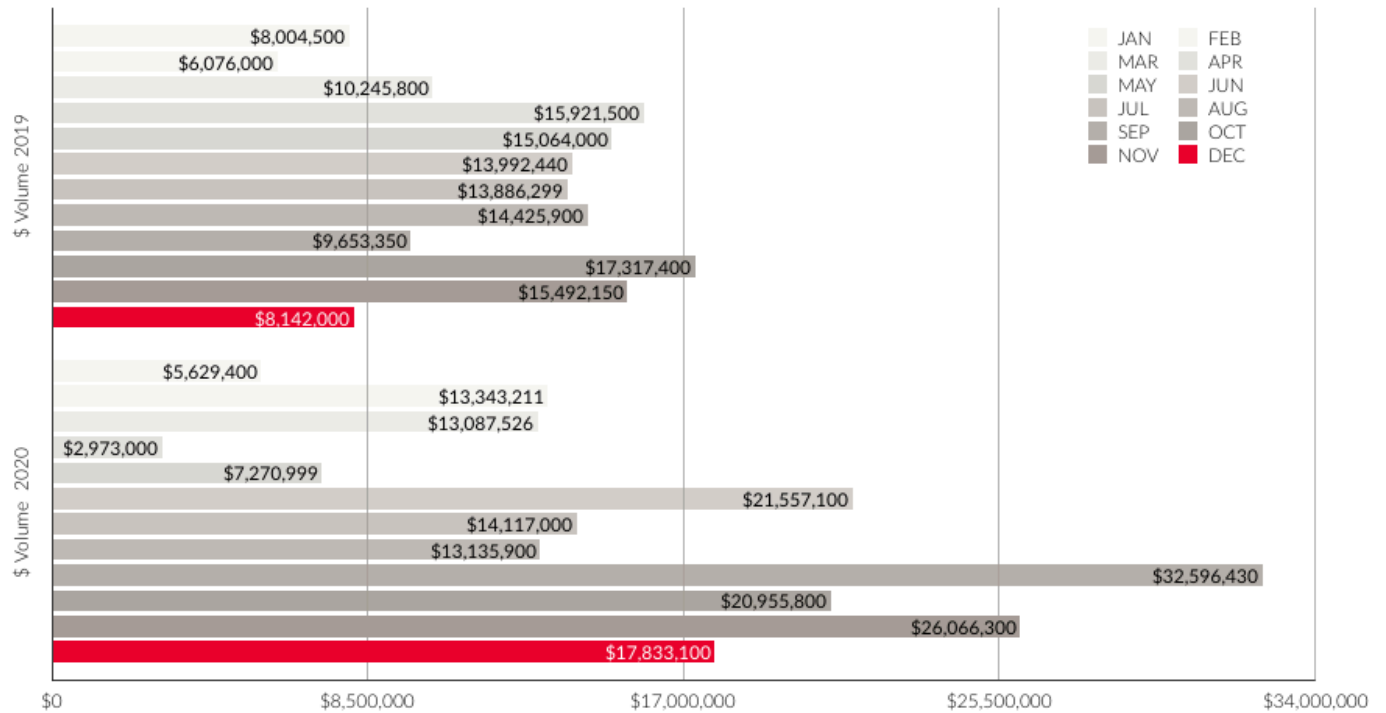
Month-Over-Month 2019 vs. 2020

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

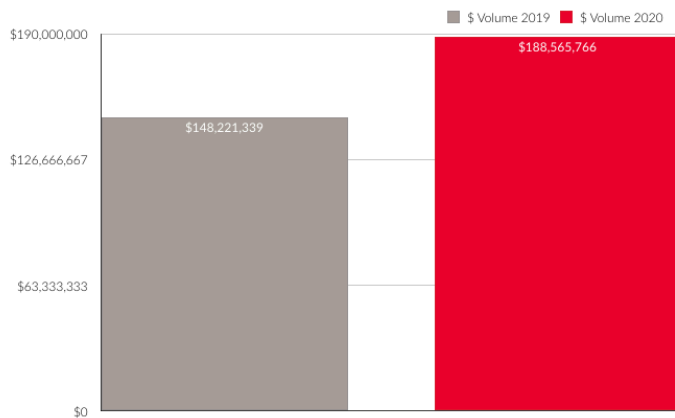
# SALE PRICE VS. LIST PRICE RATIO



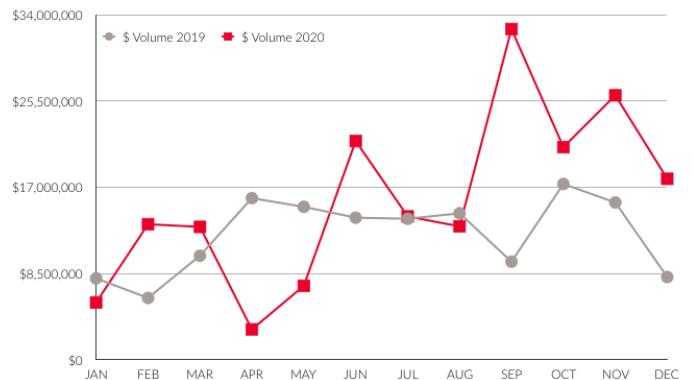
# DOLLAR VOLUME SALES



Monthly Comparison 2019 vs. 2020

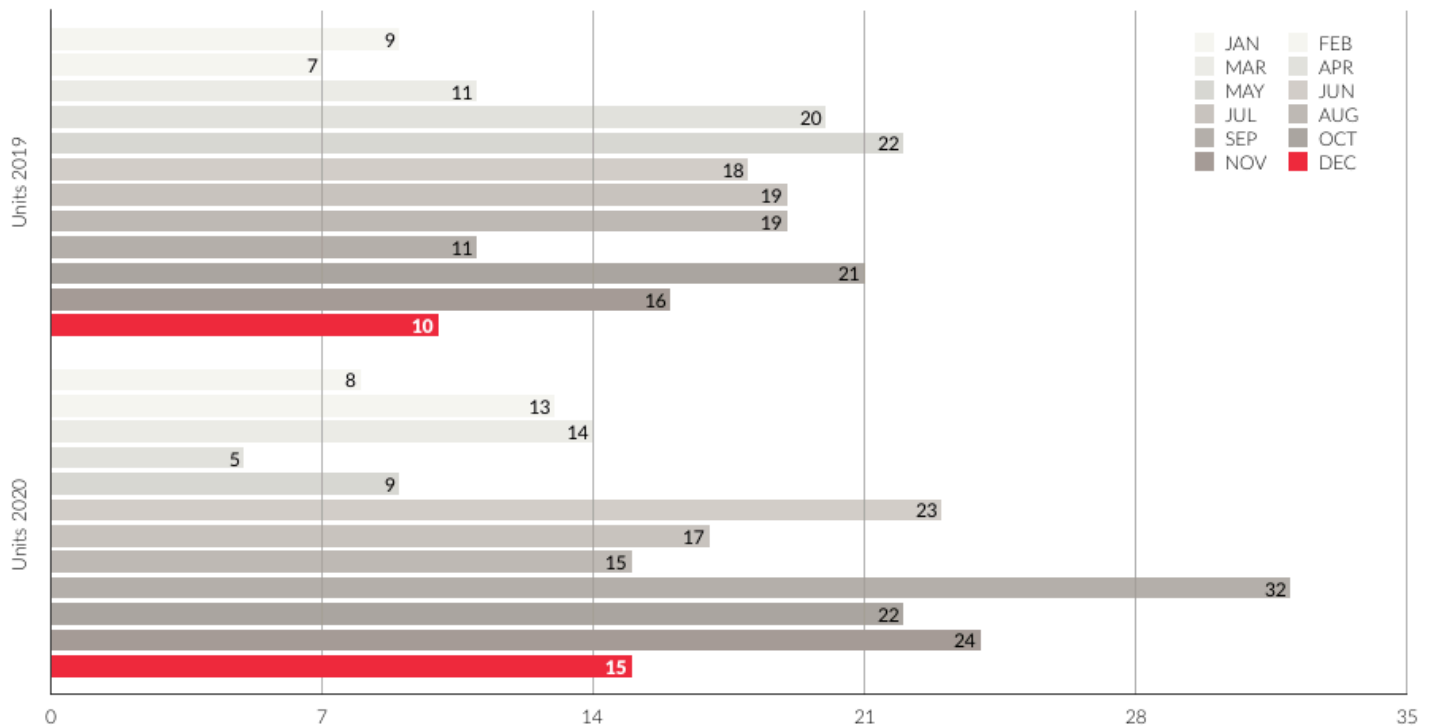


Yearly Totals 2019 vs. 2020

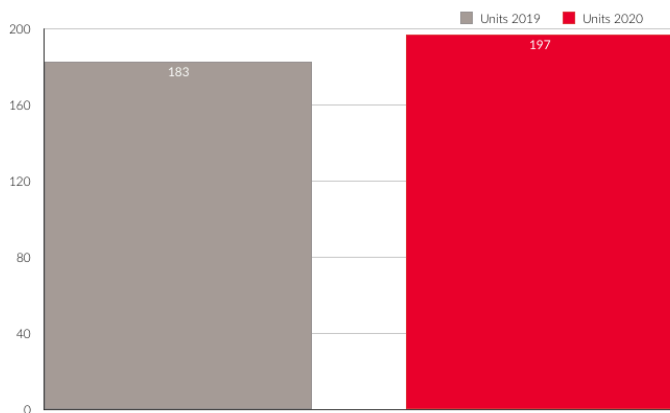


Month vs. Month 2019 vs. 2020

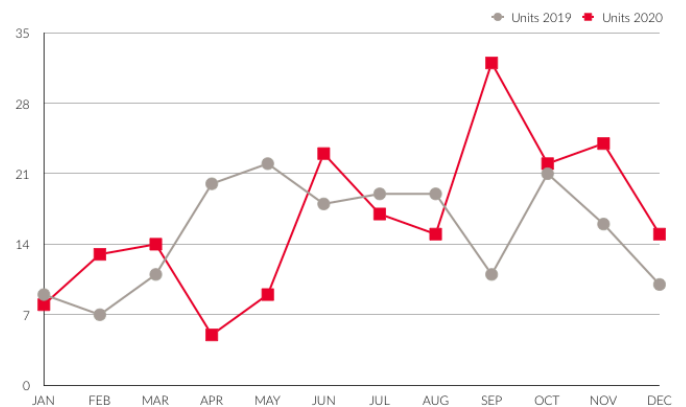
# UNIT SALES



Monthly Comparison 2019 vs. 2020



Yearly Totals 2019 vs. 2020



Month vs. Month 2019 vs. 2020

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

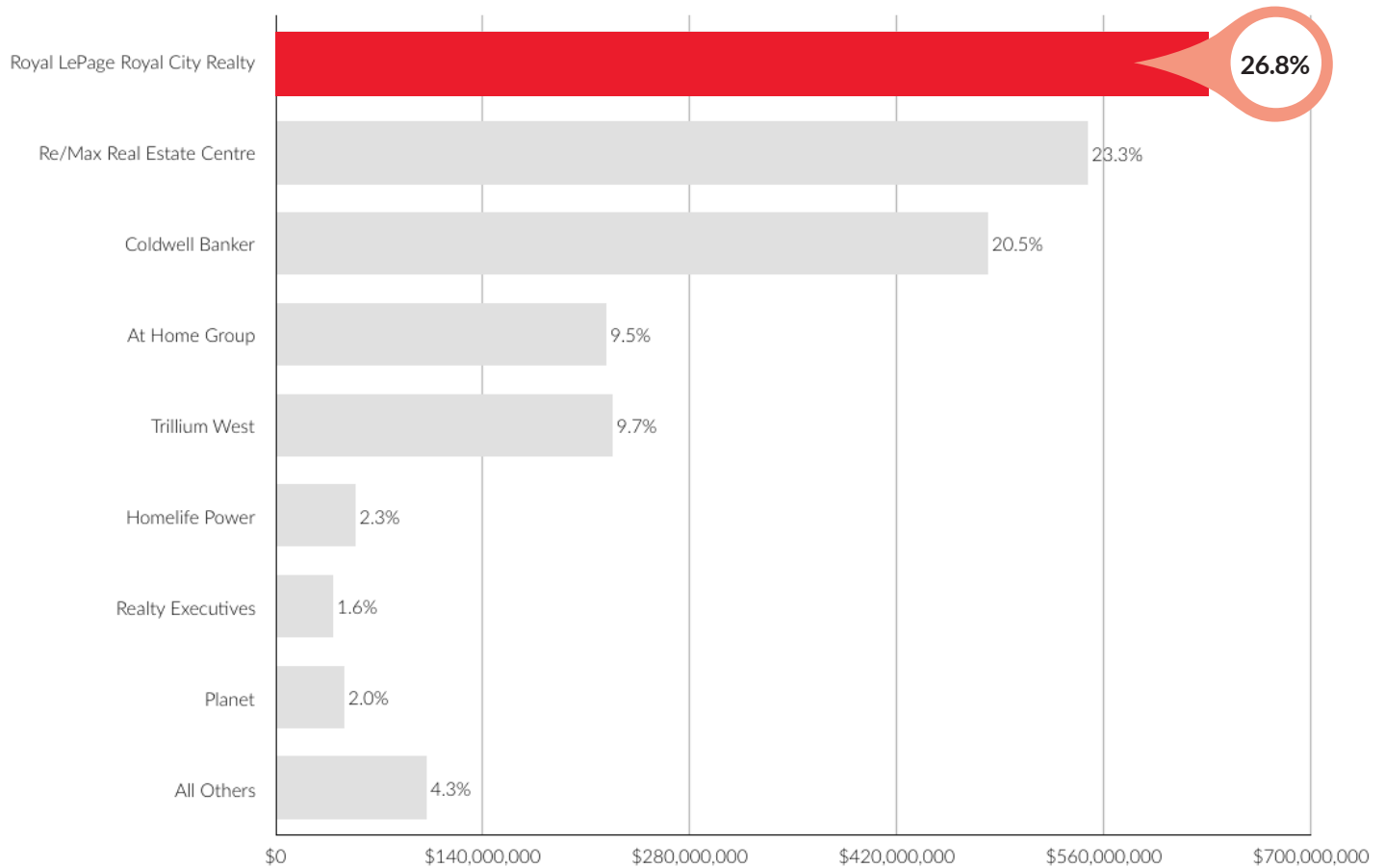
YTD Sales Volume	 <b>\$150,031,436</b> +32.68%	 <b>\$10,671,000</b> +108.62%	 <b>\$3,311,000</b> -61.91%
YTD Unit Sales	 <b>157</b> +12.14%	 <b>16</b> +33.33%	 <b>0</b> Down from 9
YTD Average Sale Price	 <b>\$955,614</b> +18.32%	 <b>\$666,938</b> +56.47%	 <b>\$662,200</b> -8.59%
December Sales Volume	 <b>\$15,360,600</b> Up from \$0	 <b>\$0</b> No change	 <b>\$0</b> Down from \$7,463,000
December Unit Sales	 <b>14</b> Up from \$0	 <b>0</b> No change	 <b>0</b> Down from 9

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





# MARKET DOMINANCE

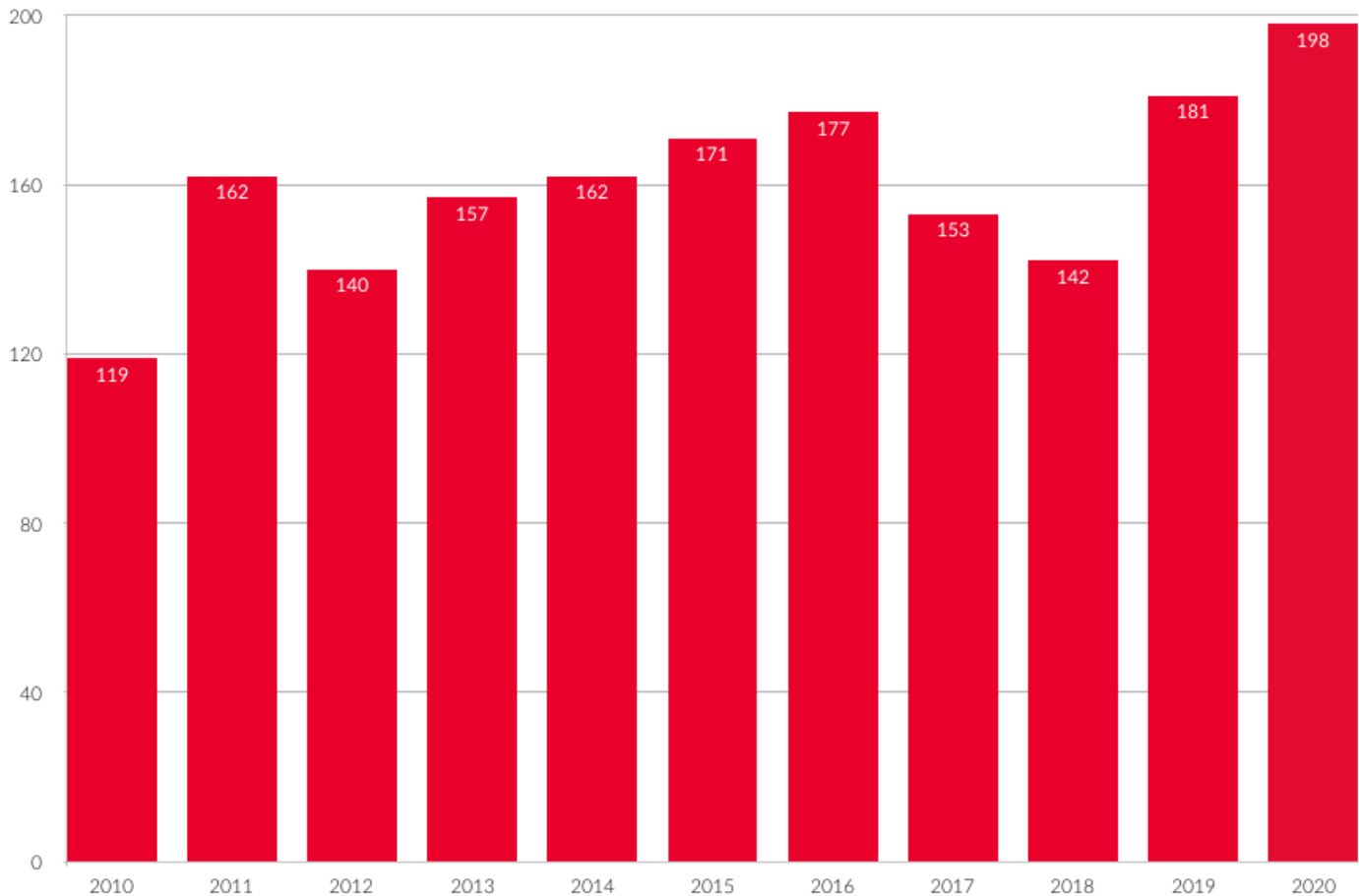


## Market Share by Dollar Volume

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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