



# 2021 JANUARY

**CITY OF GUELPH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLERS MARKET

The City of Guelph continues to experience a very high demand for real estate. Sales volume is up with a 25% gain in the average sale price and first time home buyer demand has pulled up the median sale price 37%. Unit sales however are only up 4.93%, while new listings are down almost 10%. A lack of inventory is holding unit sales and this market back.



**January year-over-year sales volume of \$105,531,762**

Up 37.7% from 2020's \$76,637,789 with unit sales of 149 up 4.93% from last January's 142. New listings of 203 are down 9.78% from a year ago, with the sales/listing ratio of 73.4% up 10.29%.



**Year-to-date sales volume of \$105,531,762**

Up 37.7% from 2020's \$76,637,789 with unit sales of 149 up 4.93% from 2020's 142. New listings of 203 are down 9.78% from a year ago, with the sales/listing ratio of 73.4% up 10.29%.



**Year-to-date average sale price of \$708,267**

Up from \$543,530 one year ago with median sale price of \$687,000 up from \$499,900 one year ago. Average days-on-market of 11 is down 14 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$687,000**

+37.43%

Sales Volume

**\$105,531,762**

+37.7%

Unit Sales

**149**

+4.93%

New Listings

**203**

-9.78%

Expired Listings

**4**

-63.64%

Unit Sales/Listings Ratio

**73.4%**

+10.29%

*Year-over-year comparison  
(January 2021 vs. January 2020)*



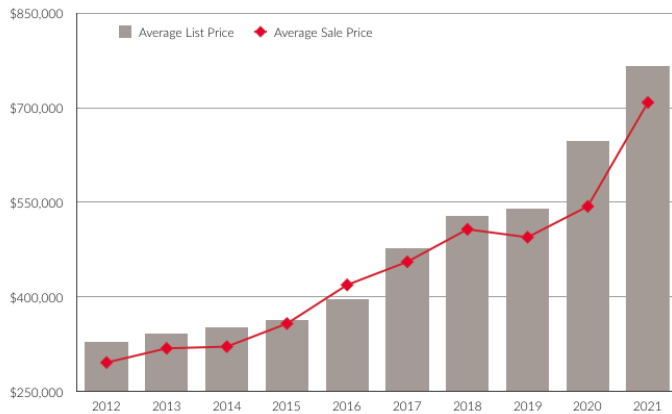
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$64,295,196	\$76,637,789	\$105,531,762	+37.7%
<b>YTD Unit Sales</b>	130	142	149	+4.93%
<b>YTD New Listings</b>	273	225	203	-9.78%
<b>YTD Sales/Listings Ratio</b>	47.62%	63.11%	73.40%	+10.29%
<b>YTD Expired Listings</b>	22	11	4	-63.64%
<b>January Volume Sales</b>	\$64,295,196	\$76,637,789	\$105,531,762	+37.7%
<b>January Unit Sales</b>	130	142	149	+4.93%
<b>January New Listings</b>	273	225	203	-9.78%
<b>January Sales/Listings Ratio</b>	47.62%	63.11%	73.40%	+10.29%
<b>January Expired Listings</b>	22	11	4	-63.64%
<b>YTD Sales: Under \$0-\$199K</b>	0	1	0	Down from 1
<b>YTD Sales: Under \$200K-\$349K</b>	17	12	3	-75%
<b>YTD Sales: Under \$350K-\$549K</b>	74	76	31	-59.21%
<b>YTD Sales: Under \$550K-\$749K</b>	33	44	60	+36.36%
<b>YTD Sales: Under \$750K-\$999K</b>	6	4	43	+975%
<b>YTD Sales: \$1M+</b>	0	5	12	+140%
<b>YTD Average Days-On-Market</b>	32	25	11	-56%
<b>YTD Average Sale Price</b>	\$494,578	\$543,530	\$708,267	+30.31%
<b>YTD Median Sale Price</b>	\$478,500	\$499,900	\$687,000	+37.43%

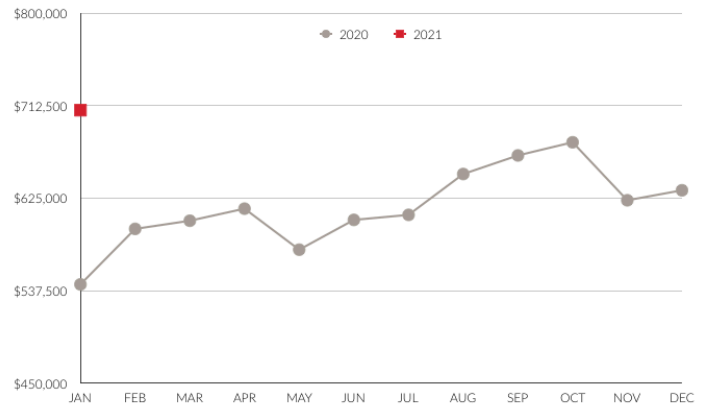
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

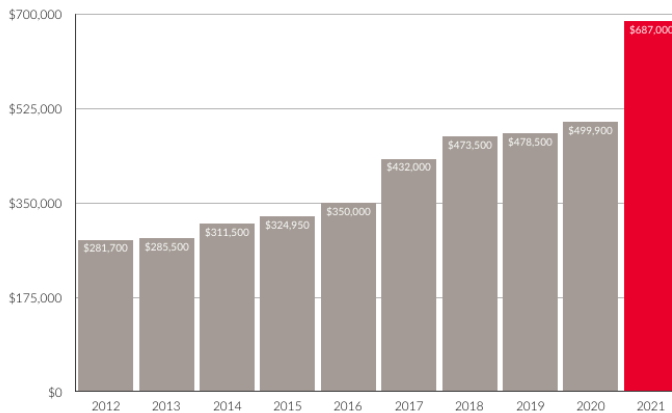


Year-Over-Year

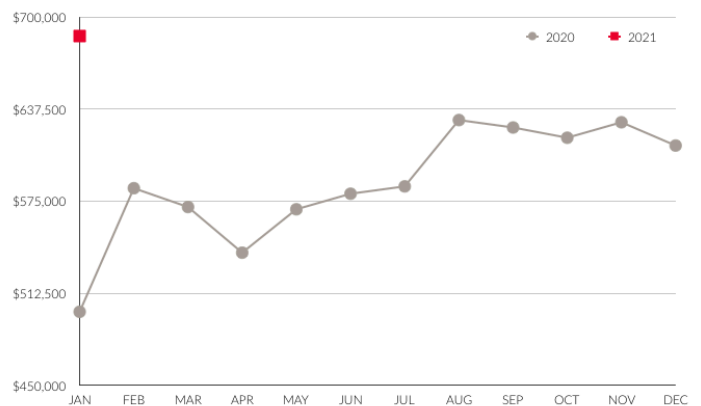


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



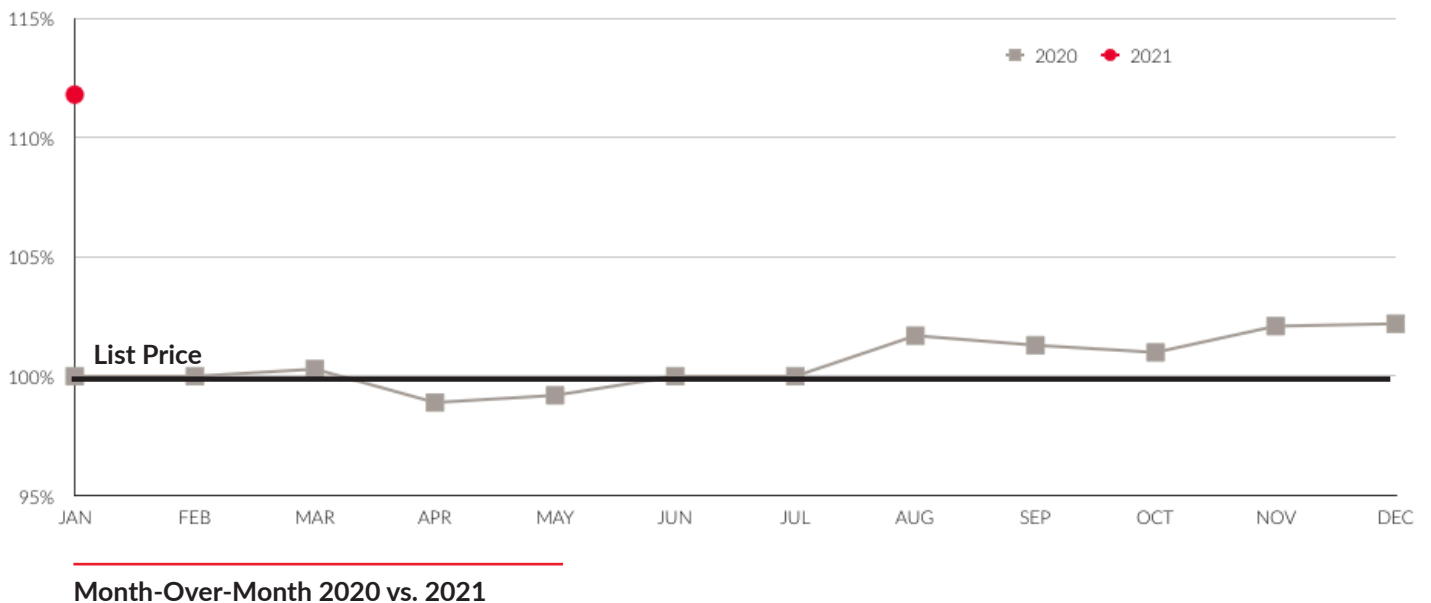
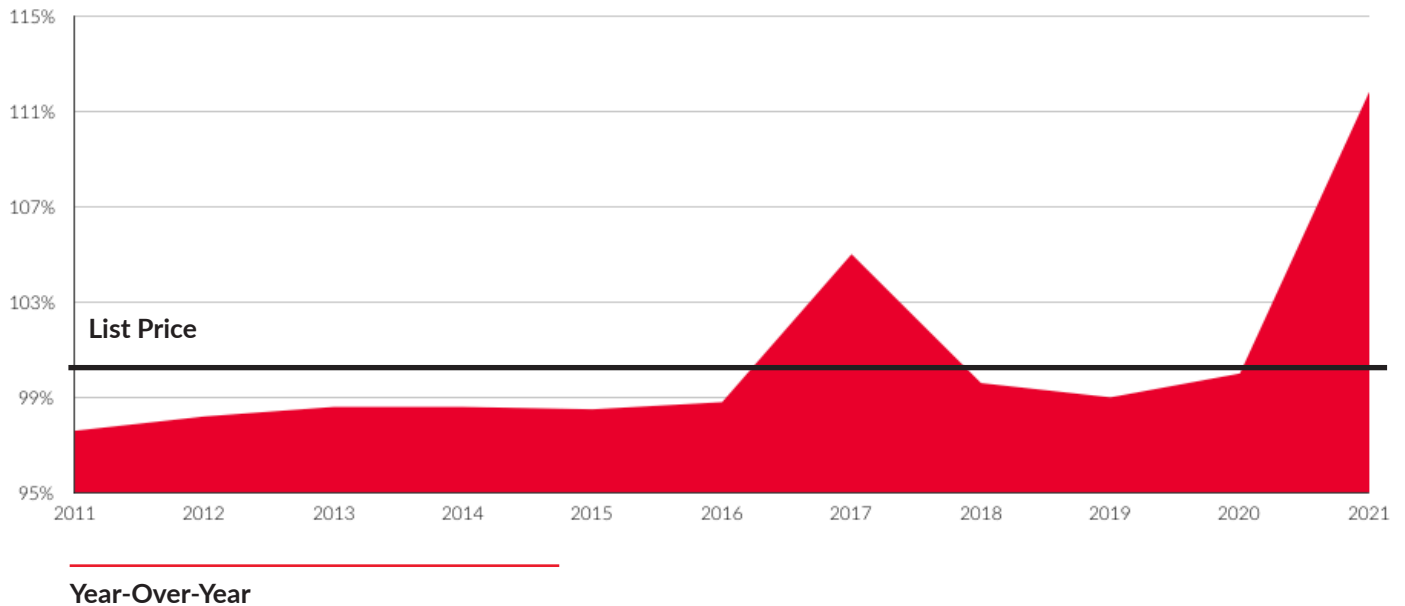
Year-Over-Year



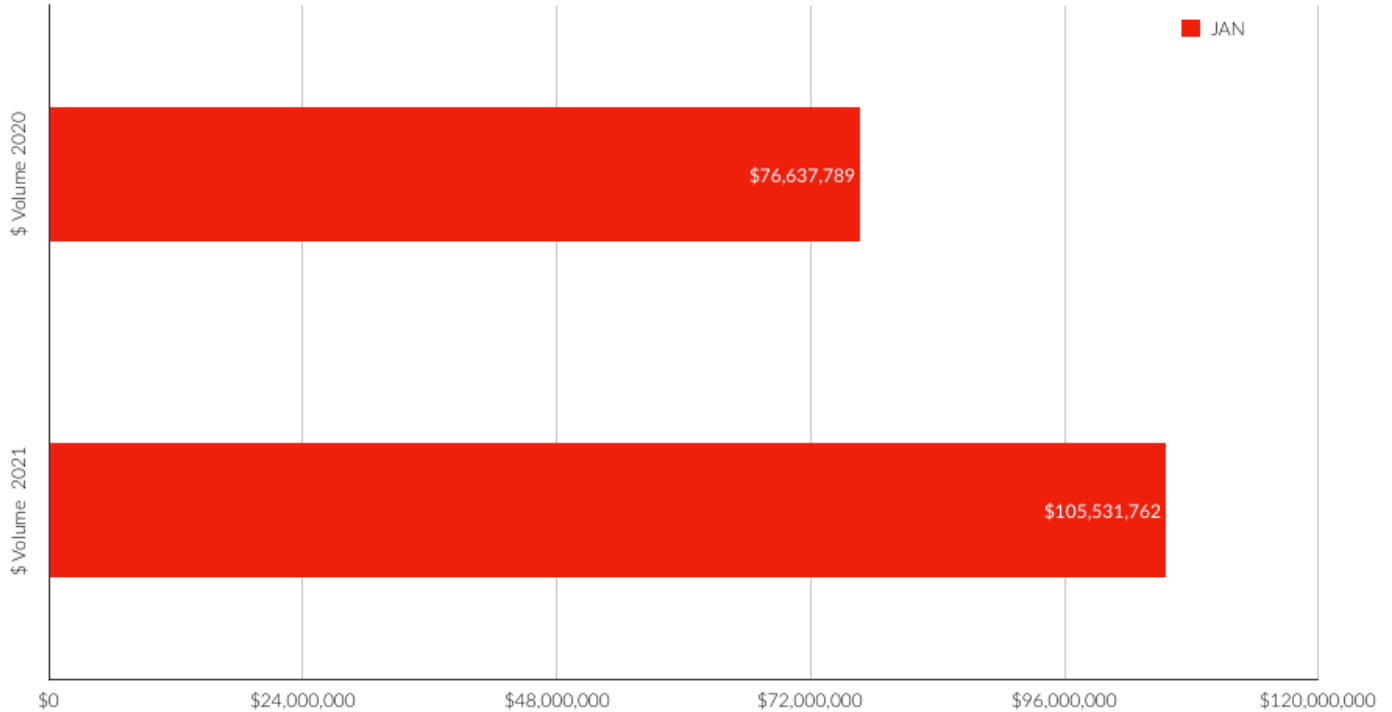
Month-Over-Month 2020 vs. 2021

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

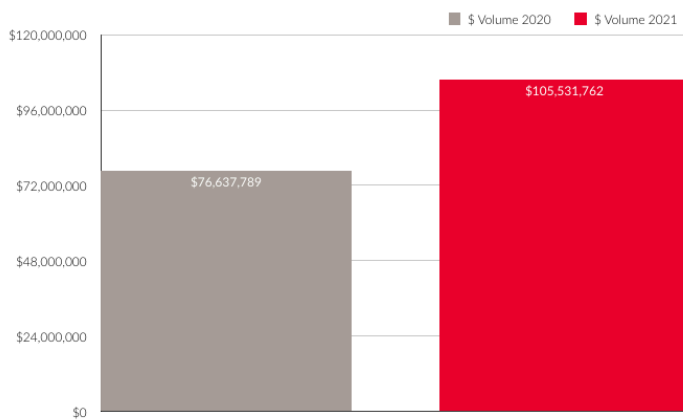
# SALE PRICE VS. LIST PRICE RATIO



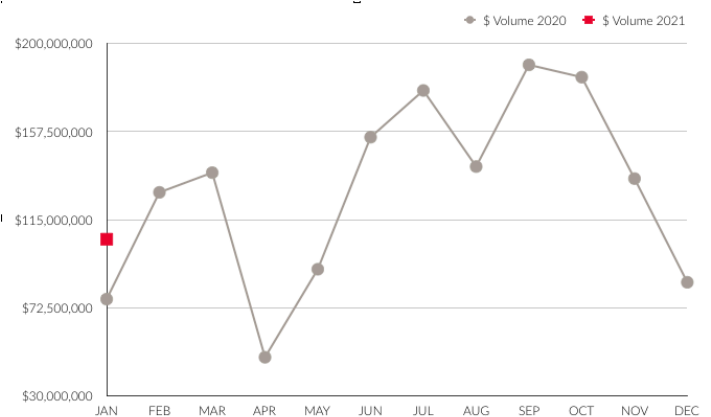
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

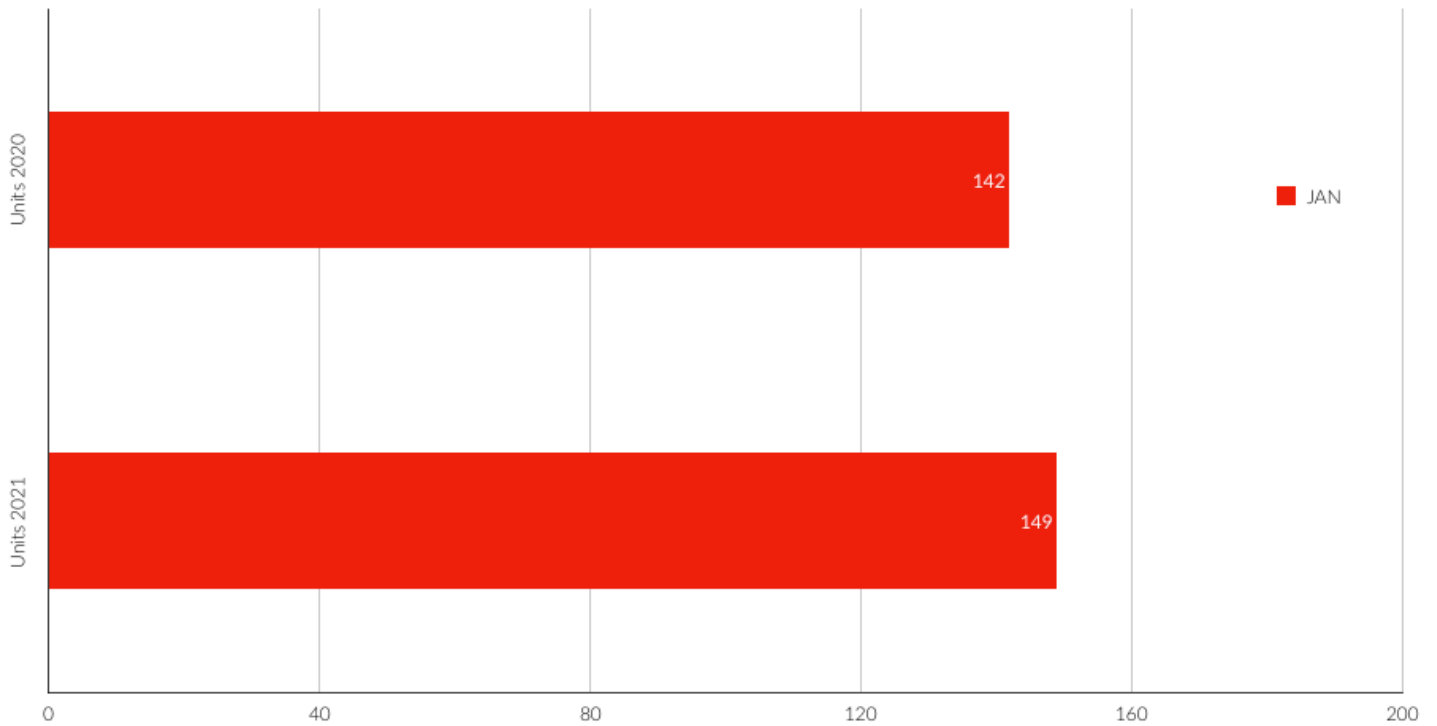


Yearly Totals 2020 vs. 2021

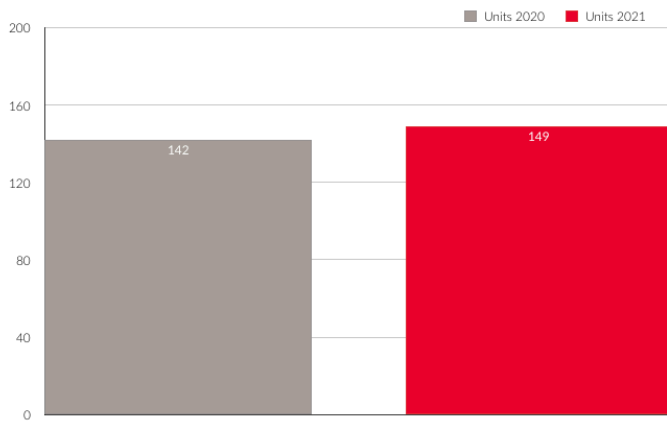


Month vs. Month 2020 vs. 2021

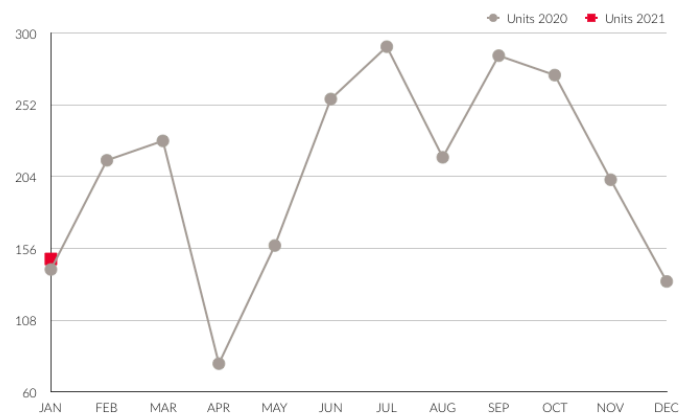
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

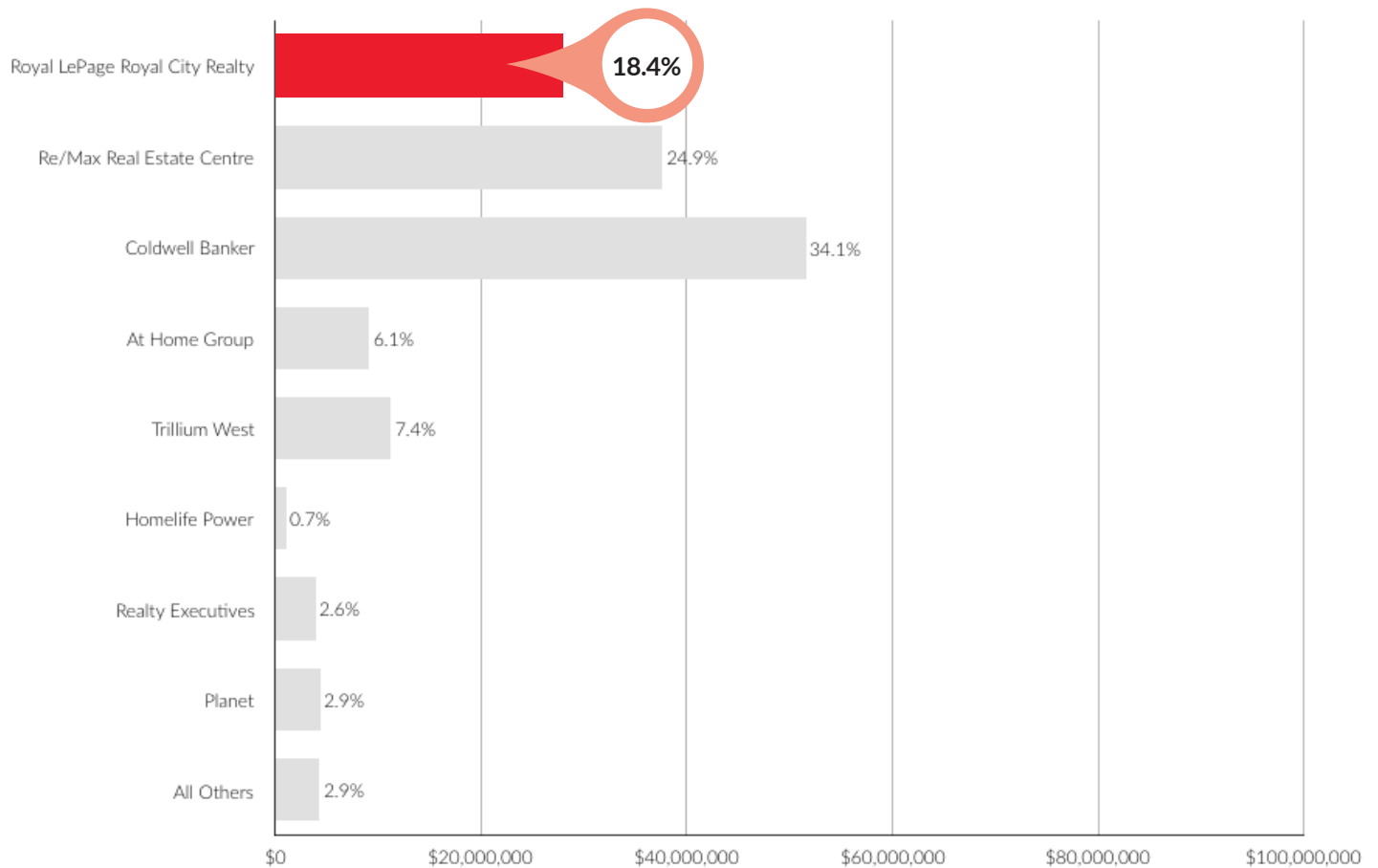
YTD Sales Volume	 <b>\$69,882,095</b> +64.09%	 <b>\$29,909,867</b> -2.26%	 <b>\$0</b> No change
YTD Unit Sales	 <b>85</b> +19.72%	 <b>56</b> -18.84%	 <b>0</b> No change
YTD Average Sale Price	 <b>\$822,142</b> +37.06%	 <b>\$534,105</b> +20.44%	 <b>\$0</b> No change
January Sales Volume	 <b>\$69,882,095</b> +64.09%	 <b>\$29,909,867</b> -2.26%	 <b>\$0</b> No change
January Unit Sales	 <b>85</b> +19.72%	 <b>56</b> -18.84%	 <b>0</b> No change

Year-Over-Year Comparison (2021 vs. 2020)





# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
January 2021



# 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



/RoyalLePageRoyalCity



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