



2021 JANUARY

GUELPH/ERAMOSA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLERS MARKET

Sales prices continue to increase as we kick-off the new year, but like much of the rest of the province a lack of inventory is holding market sales activity back. While this is a small market sample, new listing activity is down 36.6% to only 14 new listings when compared to this time last year. With few options buying activity has dropped, dragging down sales volume and unit sales.



January year-over-year sales volume of \$3,505,150

Down 37.73% from 2019's \$5,629,400 with unit sales of 4 down 50% from last January's 8. New listings of 14 are down 36.36% from a year ago, with the sales/listing ratio of 28.57% down 7.79%.



Year-to-date sales volume of \$3,505,150

Down 37.73% from 2019's \$5,629,400 with unit sales of 4 down 50% from this time last year. New listings of 14 are down 36.36% from a year ago, with the sales/listing ratio of 28.57% down 7.79%.



Year-to-date average sale price of \$876,288

Up from \$703,675 one year ago with median sale price of \$877,575 up from \$687,450 one year ago. Average days-on-market of 7 is down 78 days from last year.

JANUARY NUMBERS

Median Sale Price

\$877,575

+27.66%

Sales Volume

\$3,505,150

-37.73%

Unit Sales

4

-50%

New Listings

14

-36.36%

Expired Listings

0

Down from 6

Unit Sales/Listings Ratio

28.57%

-7.79%

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

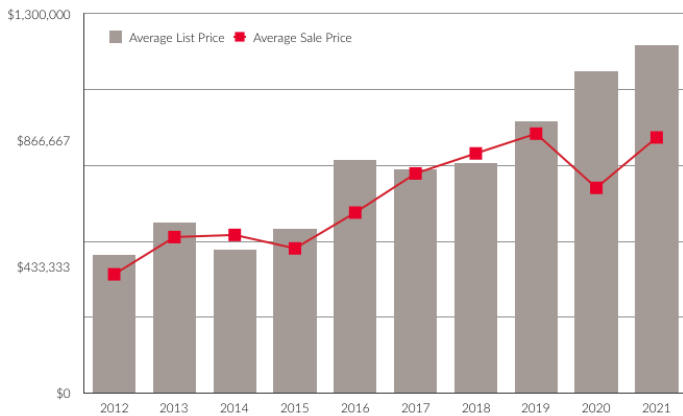


THE MARKET IN DETAIL

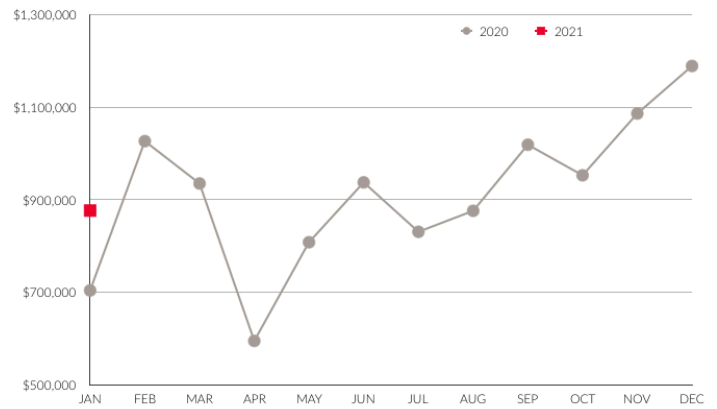
	2019	2020	2021	2020-2021
YTD Volume Sales	\$8,004,500	\$5,629,400	\$3,505,150	-37.73%
YTD Unit Sales	9	8	4	-50%
YTD New Listings	20	22	14	-36.36%
YTD Sales/Listings Ratio	45%	36.36%	28.57%	-7.79%
YTD Expired Listings	7	6	0	Down from 6
January Volume Sales	\$8,004,500	\$5,629,400	\$3,505,150	-37.73%
January Unit Sales	9	8	4	-50%
January New Listings	20	22	14	-36.36%
January Sales/Listings Ratio	45%	36.36%	28.57%	-7.79%
January Expired Listings	7	6	0	Down from 6
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	0	0	0	No change
YTD Sales: Under \$350K-\$549K	2	3	0	Down from 3
YTD Sales: Under \$550K-\$749K	1	1	1	No change
YTD Sales: Under \$750K-\$999K	3	2	1	-50%
YTD Sales: \$1M+	3	2	2	No change
YTD Average Days-On-Market	65	85	7	-91.76%
YTD Average Sale Price	\$889,389	\$703,675	\$876,288	+24.53%
YTD Median Sale Price	\$835,000	\$687,450	\$877,575	+27.66%

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

AVERAGE SALE PRICE

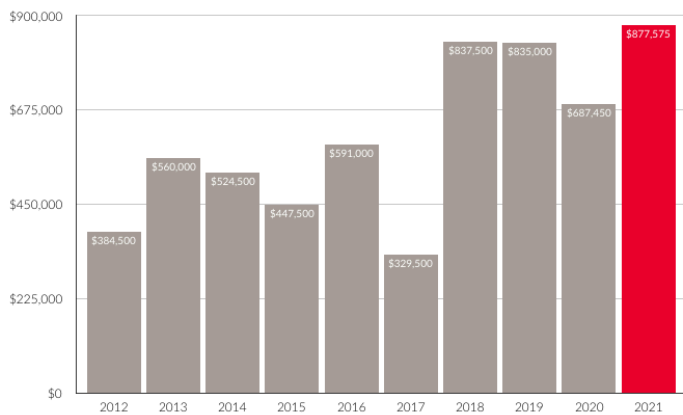


Year-Over-Year



Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



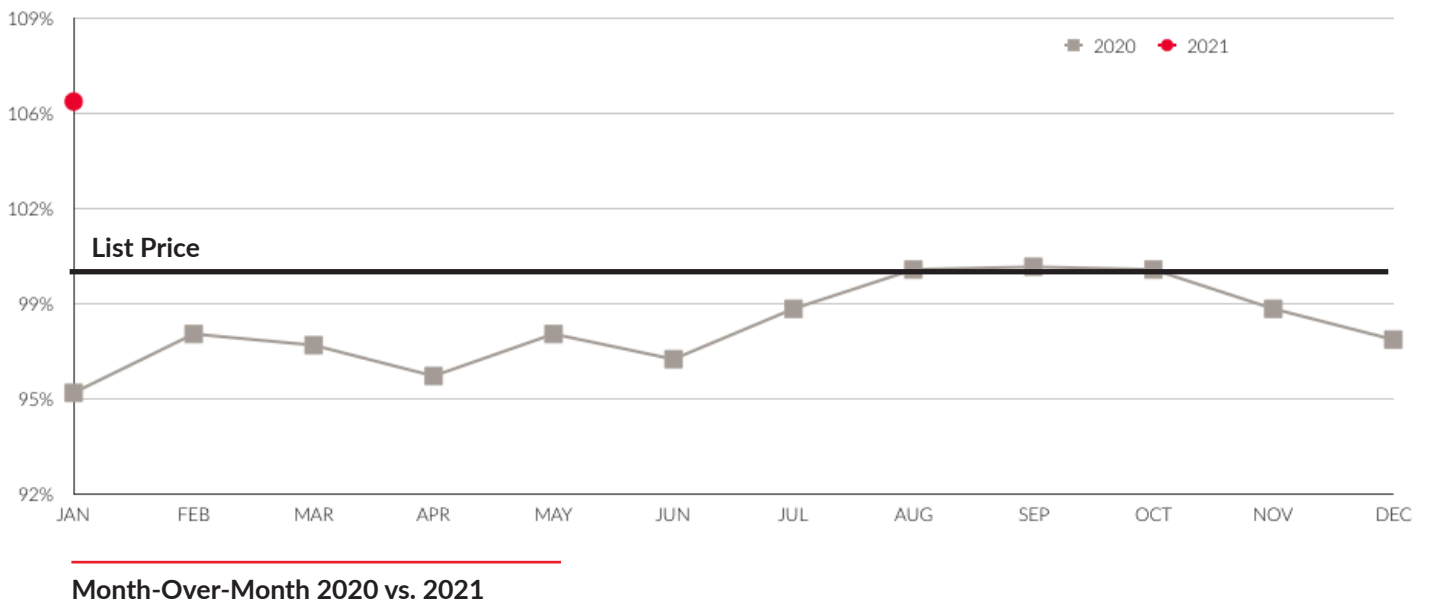
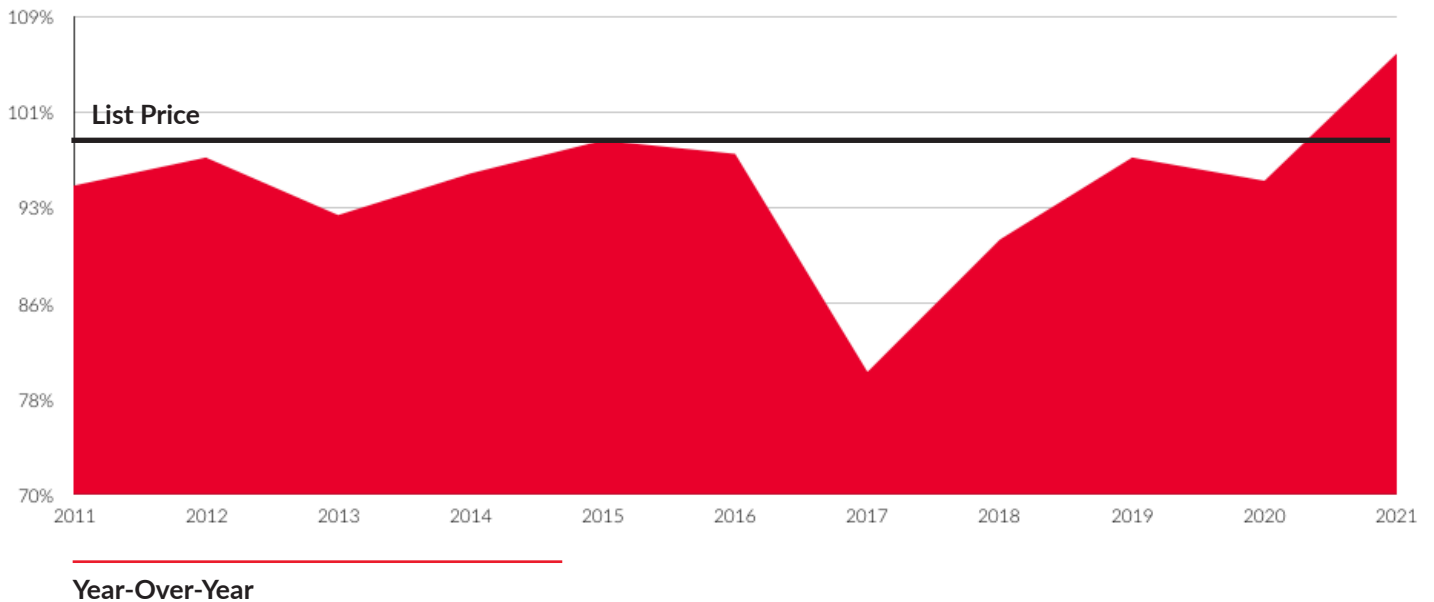
Year-Over-Year



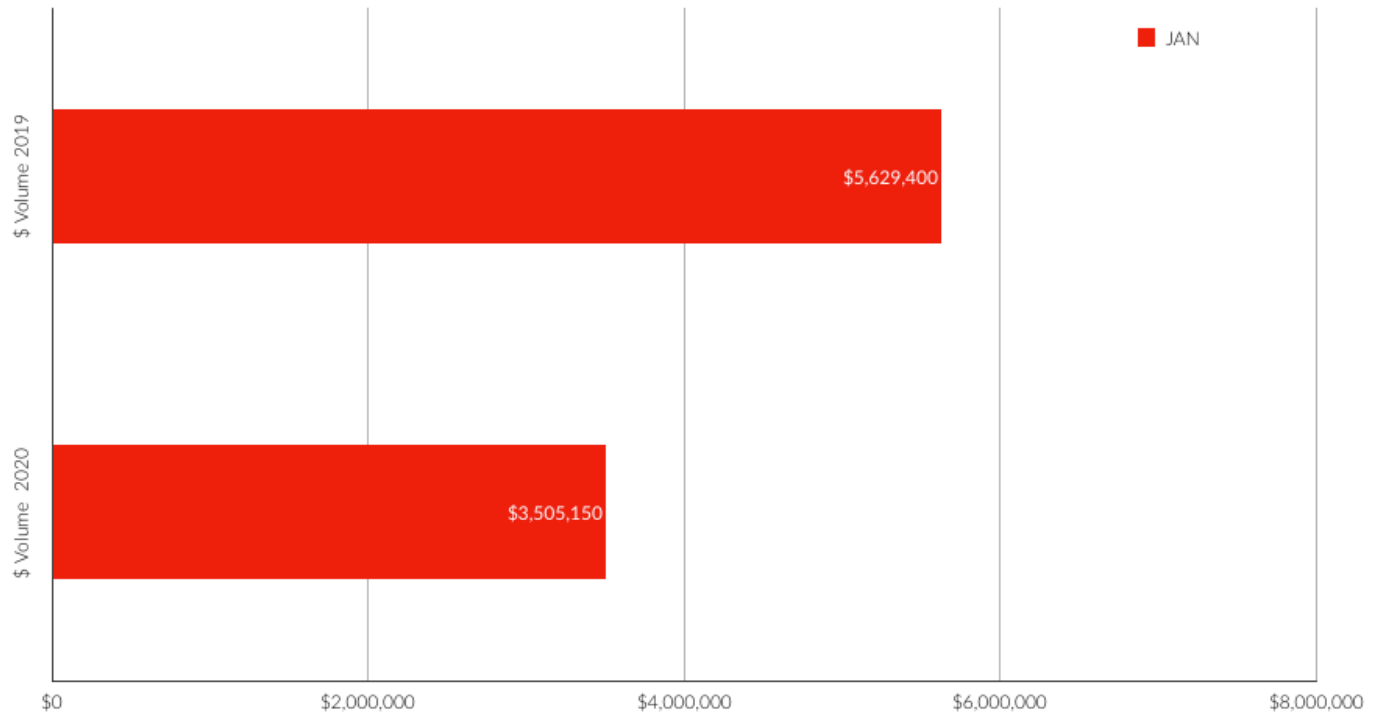
Month-Over-Month 2020 vs. 2021

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

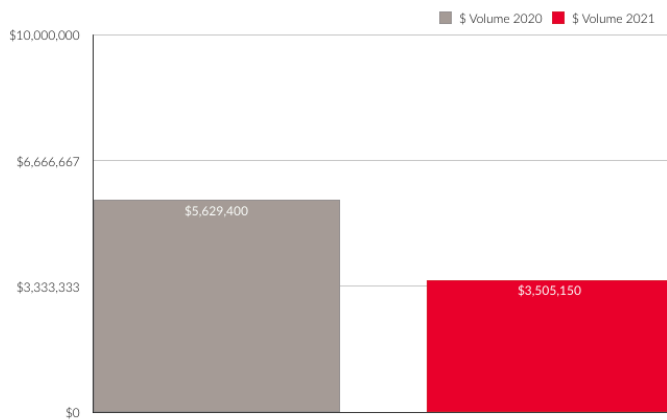
SALE PRICE VS. LIST PRICE RATIO



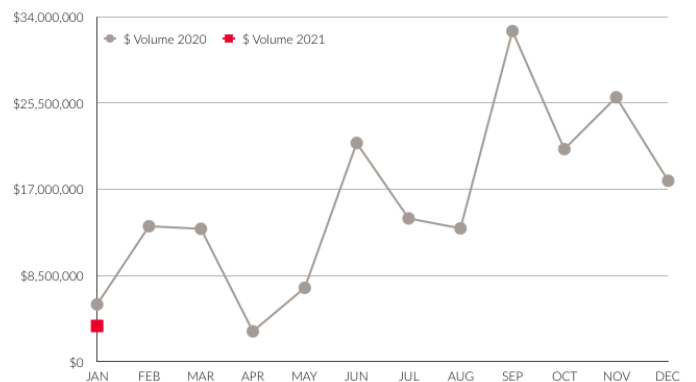
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

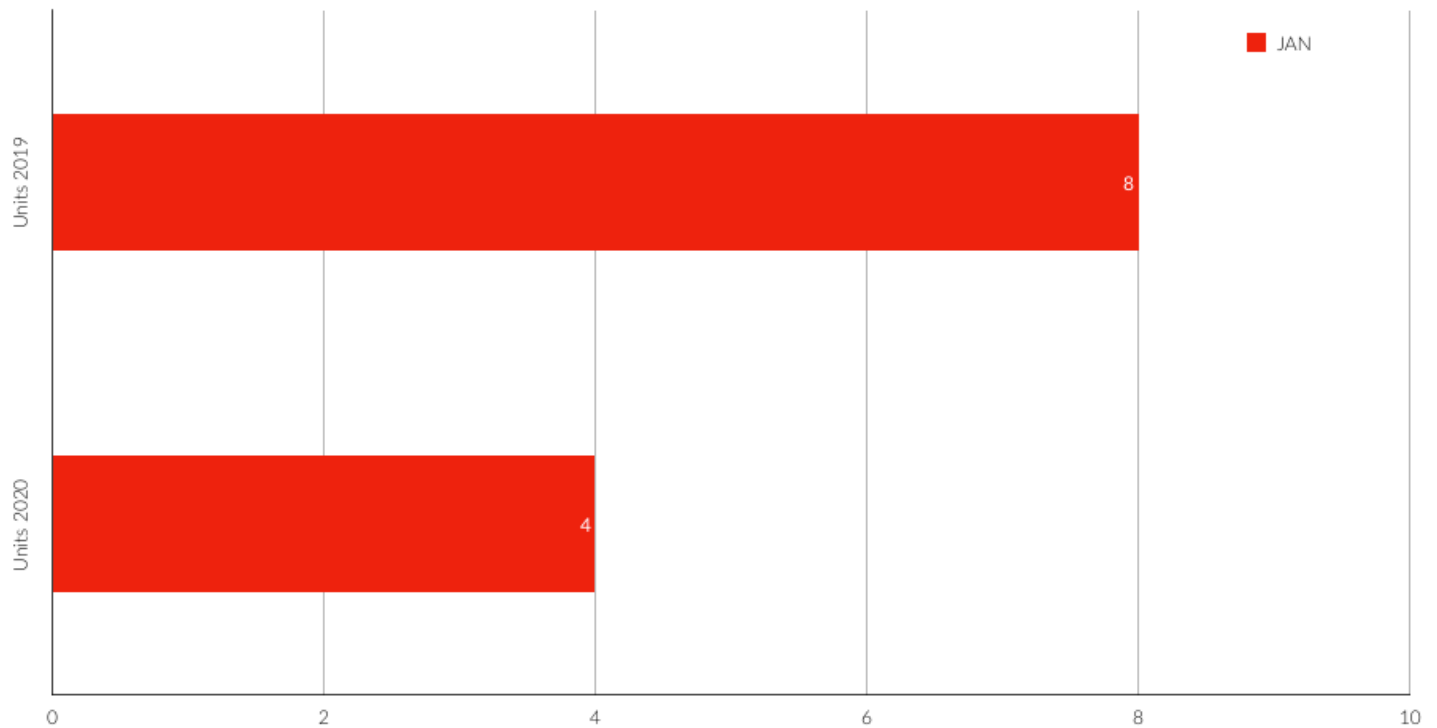


Yearly Totals 2020 vs. 2021

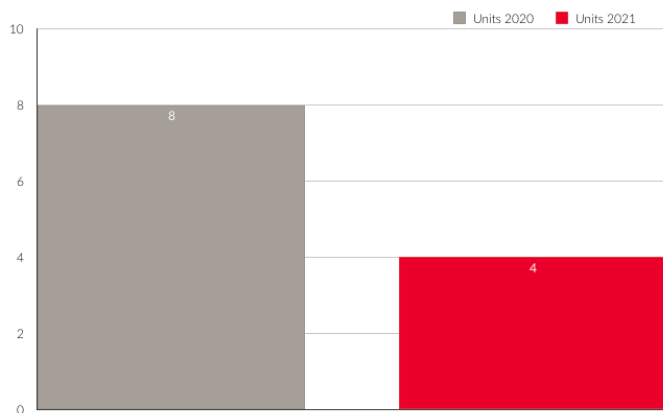


Month vs. Month 2020 vs. 2021

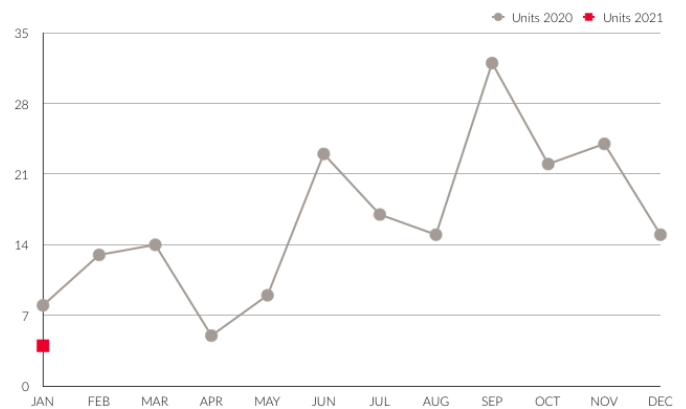
UNIT SALES



Monthly Comparison 2020 vs. 2021

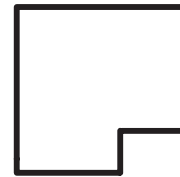

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

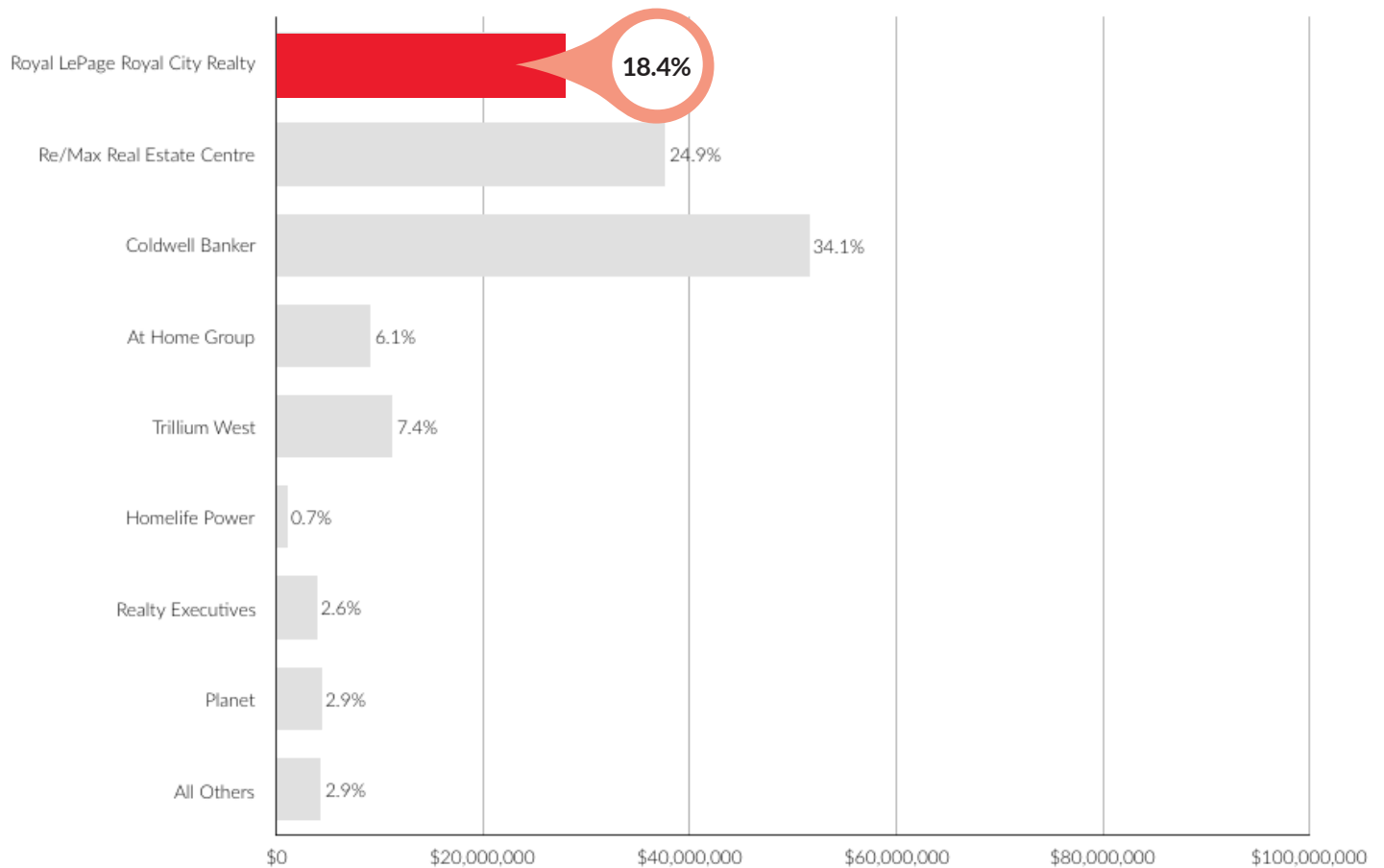


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$2,750,000 -26.1%	 \$755,150 +80.66%	 \$0 No change
YTD Unit Sales	 3 -40%	 1 No change	 0 No change
YTD Average Sale Price	 \$916,667 +23.16%	 \$755,150 +80.66%	 \$0 No change
January Sales Volume	 \$2,750,000 -26.1%	 \$755,150 +80.66%	 \$0 No change
January Unit Sales	 3 -40%	 1 No change	 0 No change

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



MARKET DOMINANCE

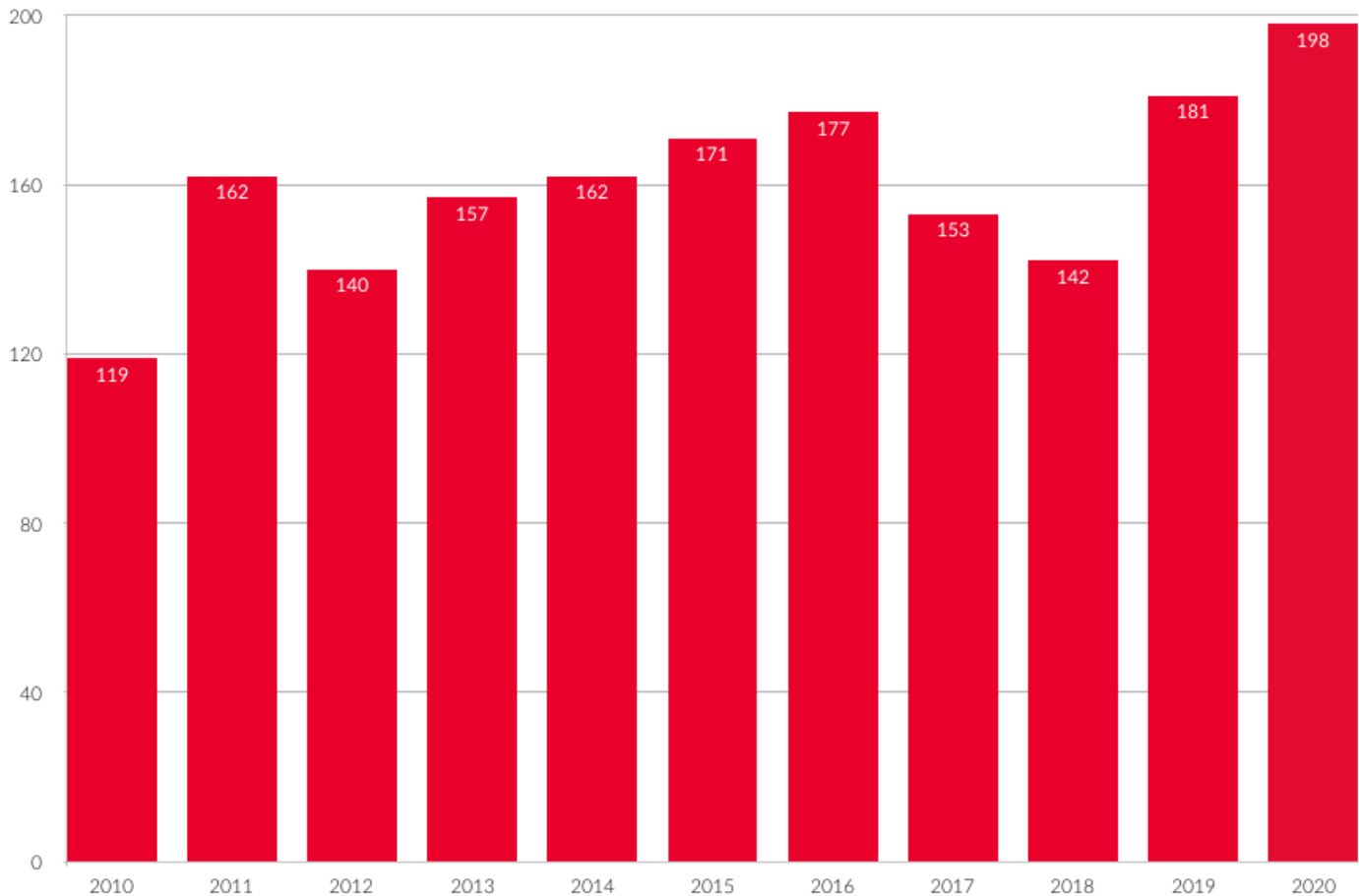


Market Share by Dollar Volume

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



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