



2021 FEBRUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLERS MARKET

The market in the City of Guelph remains strong, showing a steady increase all around. Sales volume is up by almost 2 times as much as last February and the median sales prices continue to increase, rising 20% this month. The increase in new listings hitting the Guelph market is reassuring as unit sales also see an increase. Inventory is steady and demand remains strong.



February year-over-year sales volume of \$185,769,217

Up 44.97% from 2020's \$128,141,804 with unit sales of 252 up 17.21% from last February's 215. New listings of 321 are up 27.89% from a year ago, with the sales/listing ratio of 78.5% down 7.15%.



Year-to-date sales volume of \$291,300,979

Up 42.25% from 2020's \$204,779,593 with unit sales of 401 up 12.32% from 2020's 357. New listings of 524 are up 10.08% from a year ago, with the sales/listing ratio of 76.53% up 1.53%.



Year-to-date average sale price of \$723,193

Up from \$569,769 one year ago with median sale price of \$694,750 up from \$541,825 one year ago. Average days-on-market of 11 is down 11.5 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$701,000

+20.09%

Sales Volume

\$185,769,217

+44.97%

Unit Sales

252

+17.21%

New Listings

321

+27.89%

Expired Listings

8

-38.46%

Unit Sales/Listings Ratio

78.5%

-7.15%

Year-over-year comparison

(February 2021 vs. February 2020)

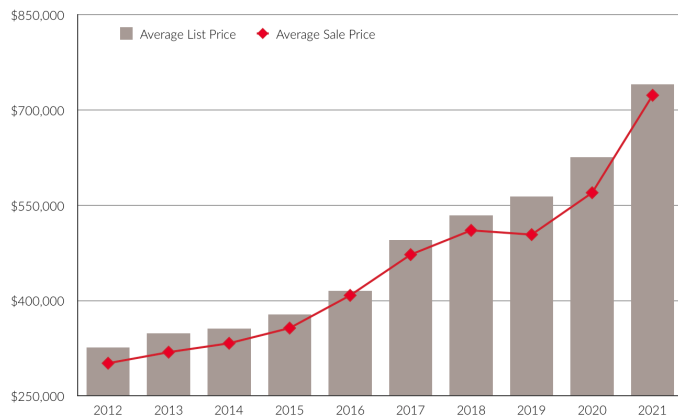


THE MARKET IN DETAIL

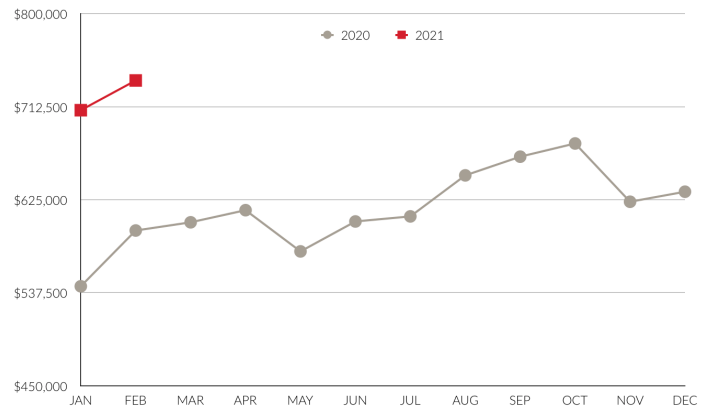
	2019	2020	2021	2020-2021
YTD Volume Sales	\$135,625,513	\$204,779,593	\$291,300,979	+42.25%
YTD Unit Sales	269	357	401	+12.32%
YTD New Listings	479	476	524	+10.08%
YTD Sales/Listings Ratio	56.16%	75%	76.53%	+1.53%
YTD Expired Listings	35	24	12	-50%
February Volume Sales	\$71,330,317	\$128,141,804	\$185,769,217	+44.97%
February Unit Sales	139	215	252	+17.21%
February New Listings	206	251	321	+27.89%
February Sales/Listings Ratio	67.48%	85.66%	78.5%	-7.15%
February Expired Listings	13	13	8	-38.46%
YTD Sales: Under \$0-\$199K	1	2	0	Down from 2
YTD Sales: Under \$200K-\$349K	35	20	6	-70%
YTD Sales: Under \$350K-\$549K	138	153	76	-50.33%
YTD Sales: Under \$550K-\$749K	73	137	166	+21.17%
YTD Sales: Under \$750K-\$999K	21	36	116	+222.22%
YTD Sales: \$1M+	1	9	37	+311.1%
YTD Average Days-On-Market	28.5	22.5	11	-51.11%
YTD Average Sale Price	\$503,873	\$569,769	\$723,193	+26.93%
YTD Median Sale Price	\$481,750	\$541,825	\$694,750	+28.22%

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

AVERAGE SALE PRICE

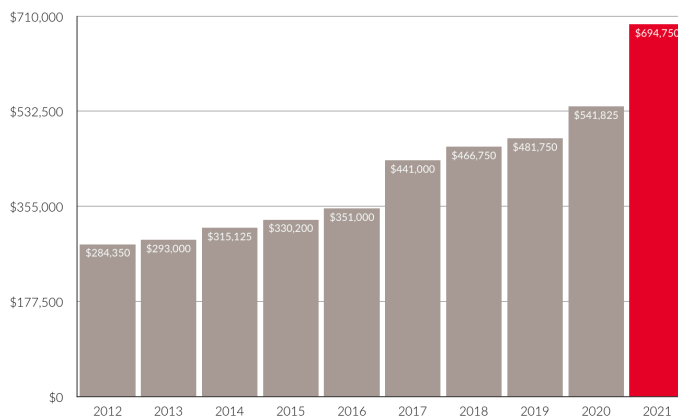


Year-Over-Year

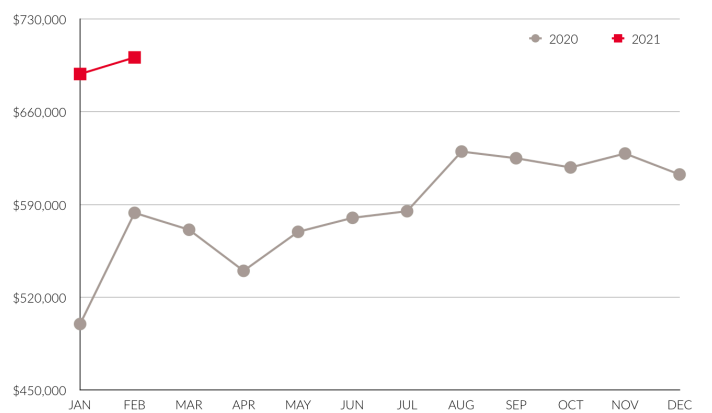


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



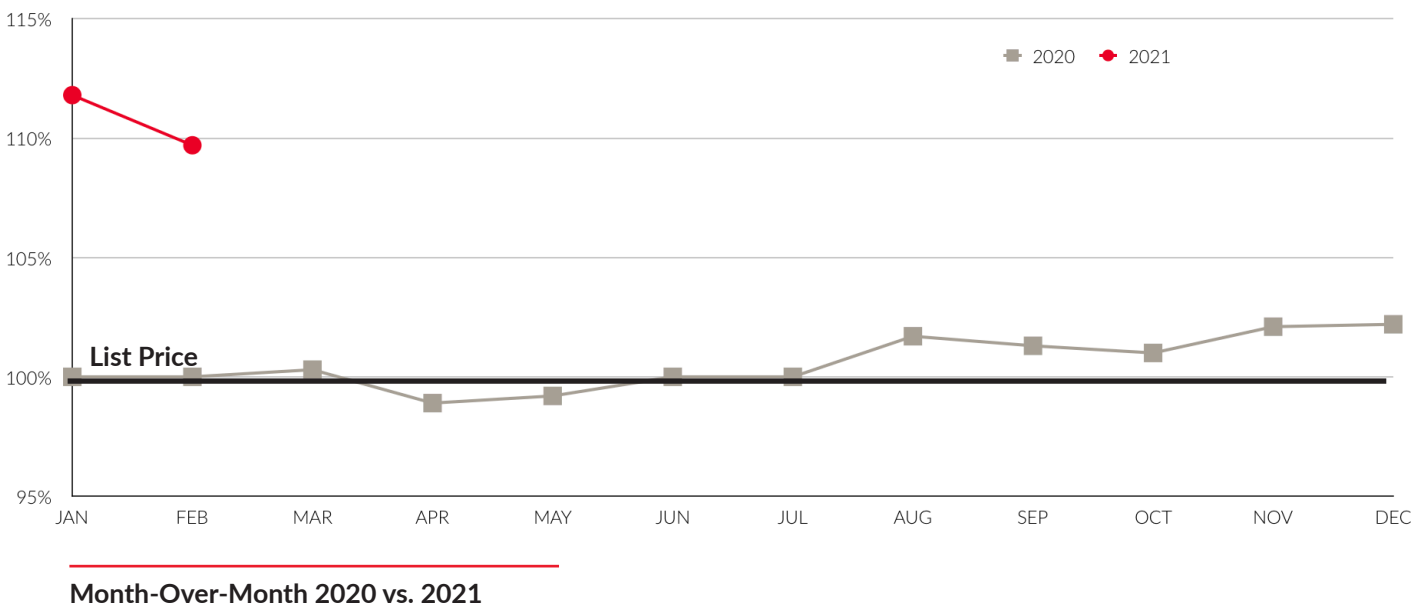
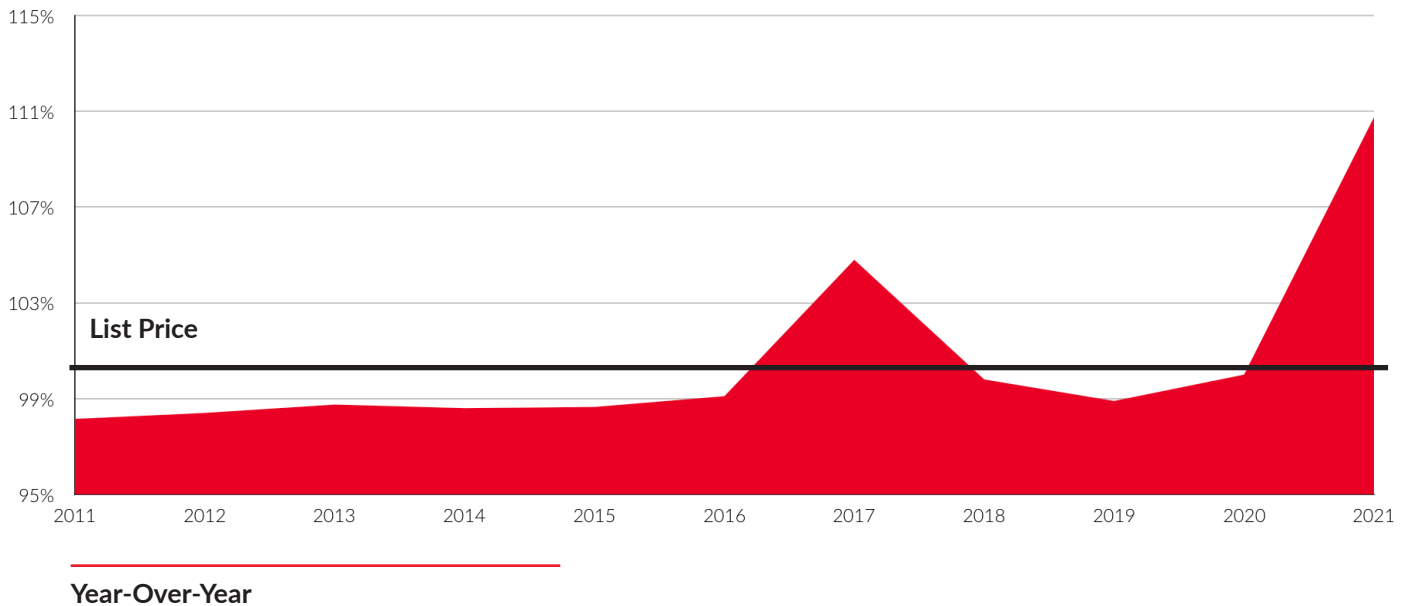
Year-Over-Year



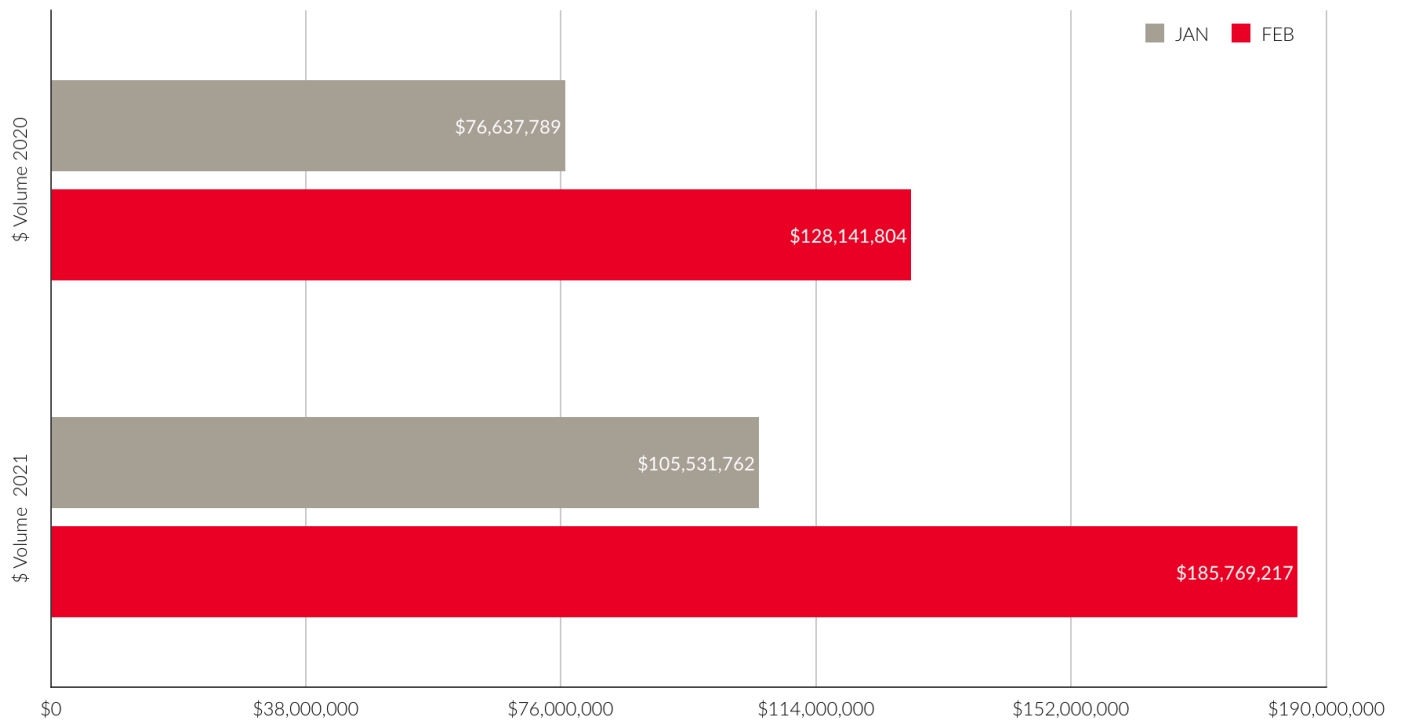
Month-Over-Month 2020 vs. 2021

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

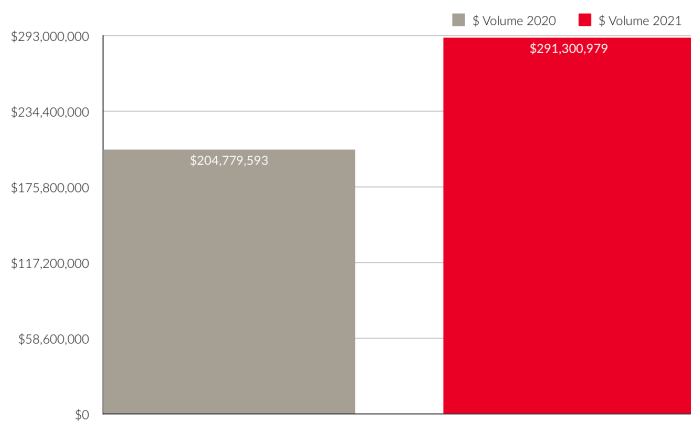
SALE PRICE VS. LIST PRICE RATIO



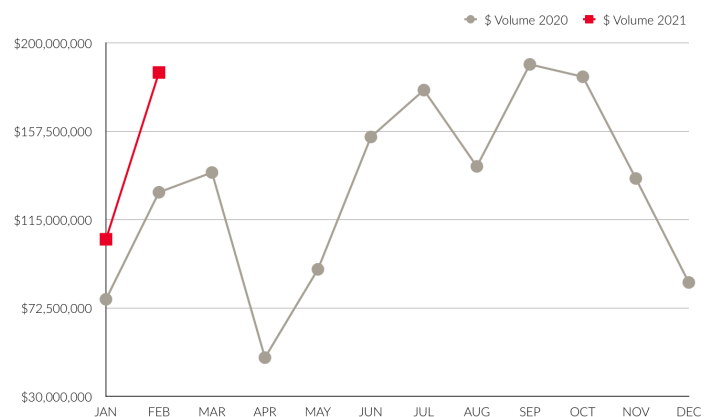
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

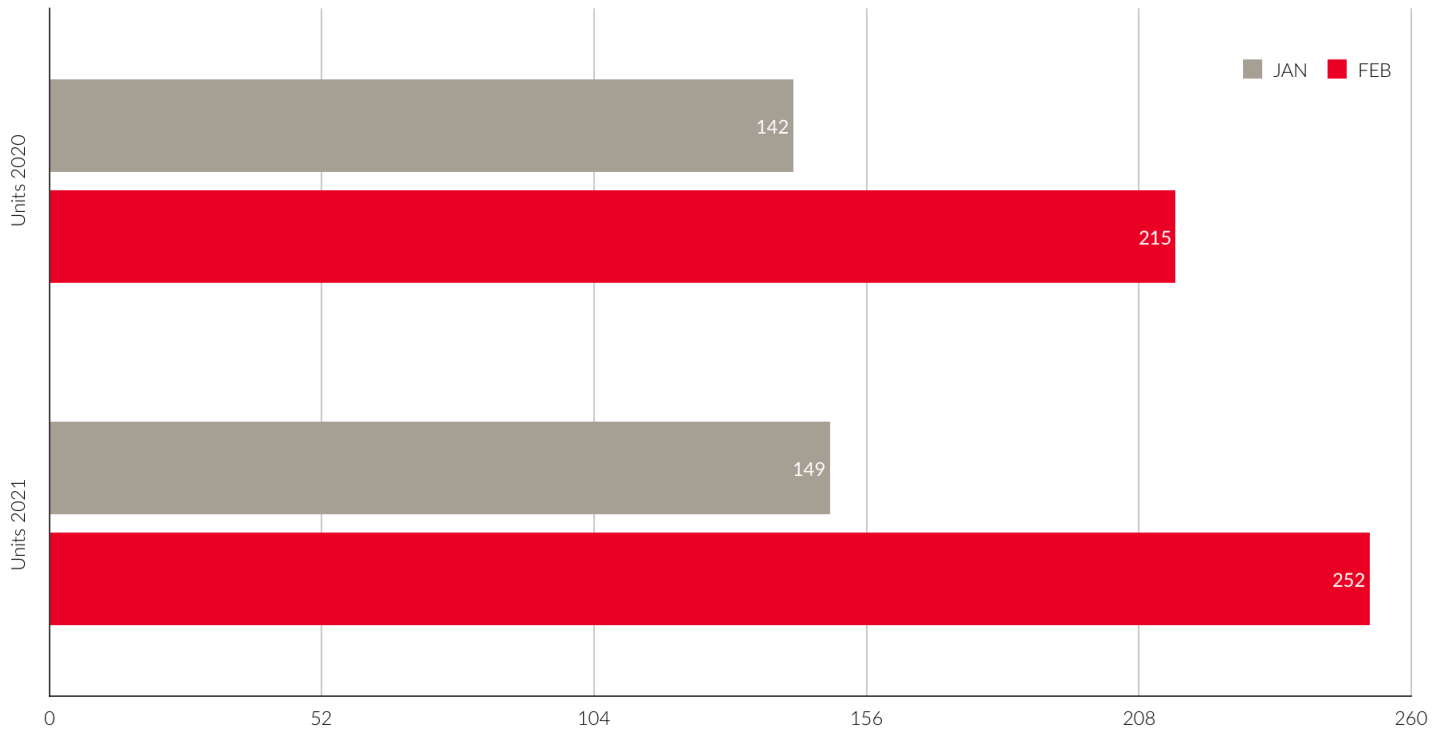


Yearly Totals 2020 vs. 2021

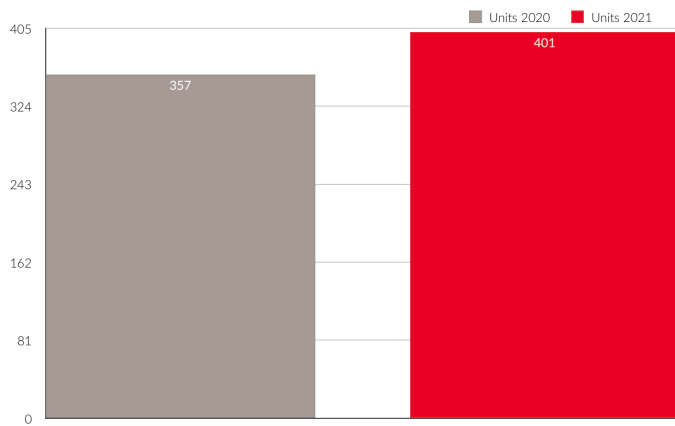


Month vs. Month 2020 vs. 2021

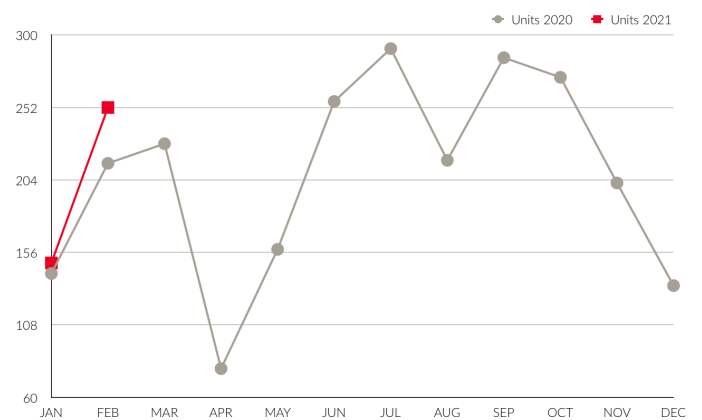
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

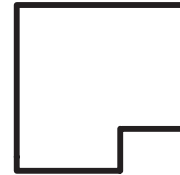
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



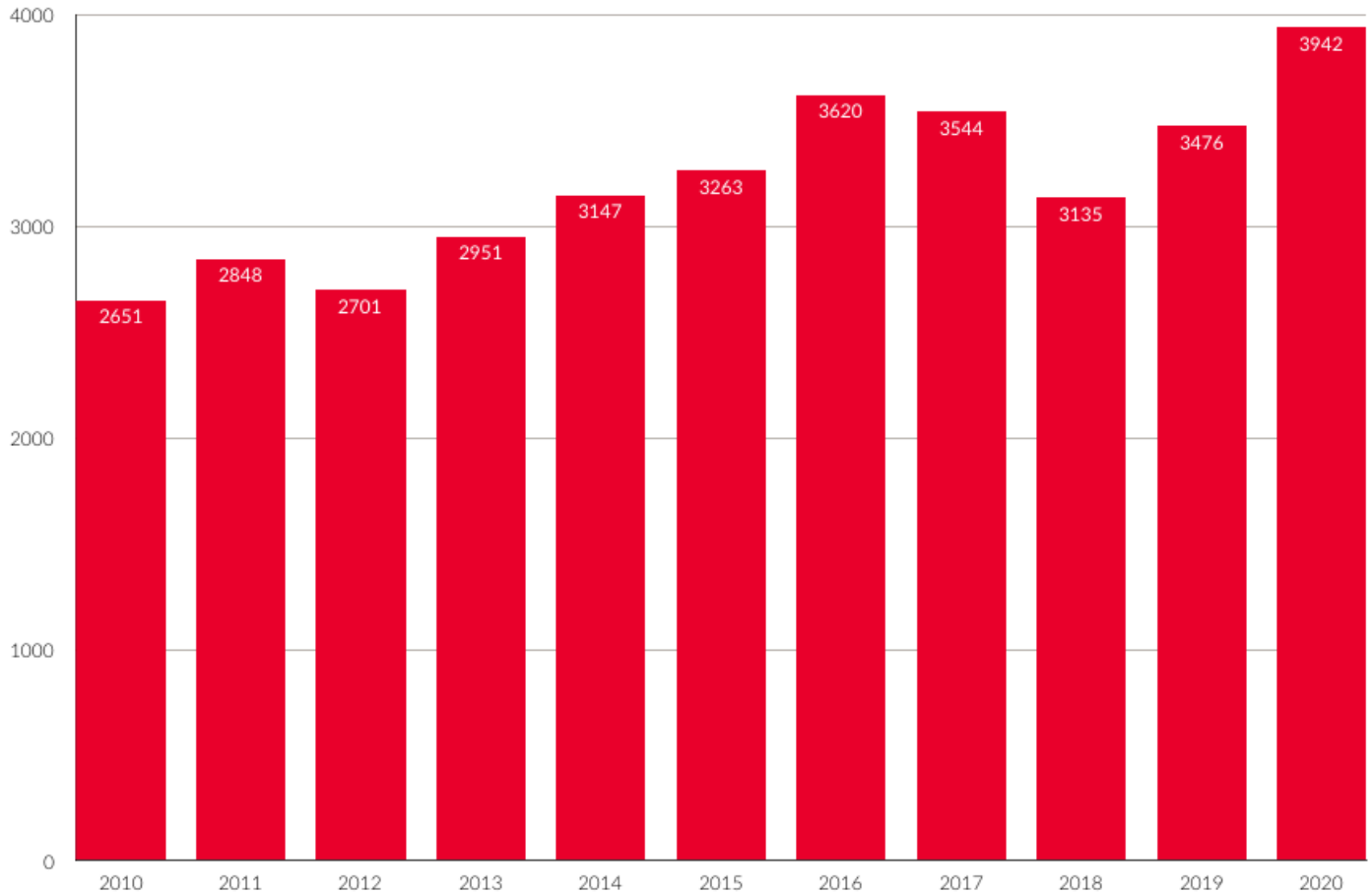
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$197,302,595 +46.07%	 \$81,006,084 +30.87%	 \$1,495,000 +130%
YTD Unit Sales	 240 +14.29%	 147 +6.52%	 3 +200%
YTD Average Sale Price	 \$822,094 +27.81%	 \$551,062 +22.86%	 \$498,333 -23.33%
February Sales Volume	 \$127,940,500 +38.33%	 \$51,096,217 +63.25%	 \$835,000 +28.5%
February Unit Sales	 156 +12.23%	 91 +31.88%	 2 +100%

Year-Over-Year Comparison (2021 vs. 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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