



2021 FEBRUARY

GUELPH/ERAMOSA Real Estate Market Report



OVERVIEW

SELLERS MARKET

Listing activity has increased leading to more unit sales and a 50% increase in dollar sales volume. However, we remain in a strong seller's market and prices have continued to increase substantially. A continued increase in inventory will provide more supply to our current market's high demand and lead to more sales activity.



February year-over-year sales volume of \$20,145,220

Up 50.98% from 2020's \$13,343,211 with unit sales of 20 up 53.85% from last February's 13. New listings of 27 are up 58.82% from a year ago, with the sales/listing ratio of 74.07% down 2.4%.



Year-to-date sales volume of \$23,650,370

Up 24.66% from 2020's \$18,972,611 with unit sales of 24 up 14.29% from this time last year. New listings of 41 are up 5.13% from a year ago, with the sales/listing ratio of 58.54% up 4.69%.



Year-to-date average sale price of \$941,775

Up from \$865,038 one year ago with median sale price of \$867,580 up from \$695,850 one year ago. Average days-on-market of 8.5 is down 74 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$857,585

+21.77%

Sales Volume

\$20,145,220

+50.98%

Unit Sales

20

+53.85%

New Listings

27

+58.82%

Expired Listings

0

Down from 2

Unit Sales/Listings Ratio

74.07%

-2.4%

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

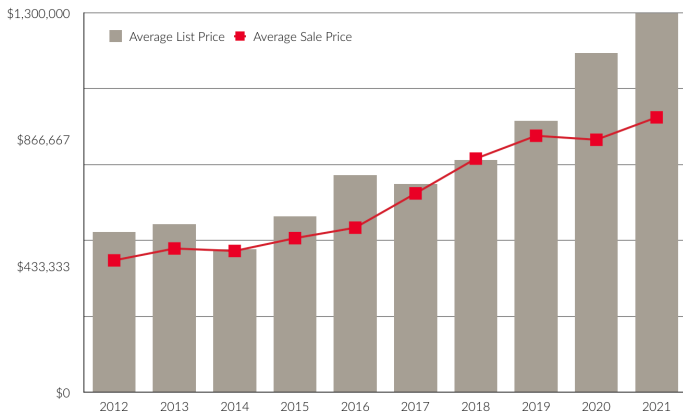


THE MARKET IN DETAIL

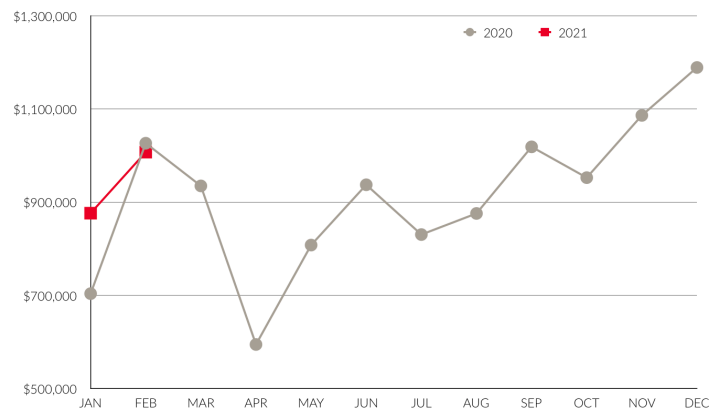
	2019	2020	2021	2020-2021
YTD Volume Sales	\$14,080,500	\$18,972,611	\$23,650,370	+24.66%
YTD Unit Sales	16	21	24	+14.29%
YTD New Listings	36	39	41	+5.13%
YTD Sales/Listings Ratio	44.44%	53.85%	58.54%	+4.69%
YTD Expired Listings	9	8	0	Down from 8
February Volume Sales	\$6,076,000	\$13,343,211	\$20,145,220	+50.98%
February Unit Sales	7	13	20	+53.85%
February New Listings	16	17	27	+58.82%
February Sales/Listings Ratio	43.75%	76.47%	74.07%	-2.4%
February Expired Listings	2	2	0	Down from 2
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	4	2	-50%
YTD Sales: Under \$550K-\$749K	4	7	3	-57.14%
YTD Sales: Under \$750K-\$999K	6	3	12	+300%
YTD Sales: \$1M+	4	7	7	No change
YTD Average Days-On-Market	46.5	82.5	8.5	-89.7%
YTD Average Sale Price	\$878,695	\$865,038	\$941,775	+8.87%
YTD Median Sale Price	\$852,500	\$695,850	\$867,580	+24.68%

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

AVERAGE SALE PRICE

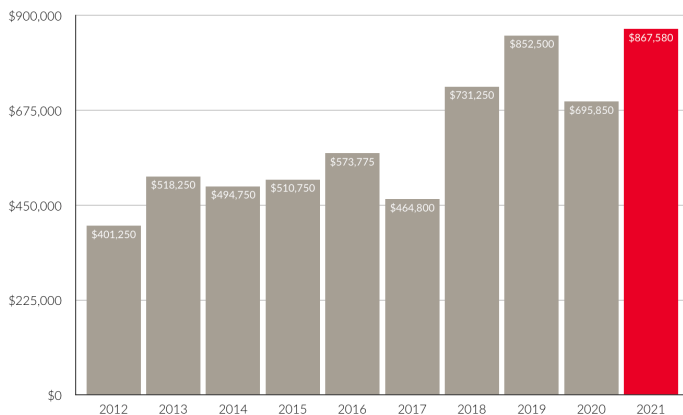


Year-Over-Year

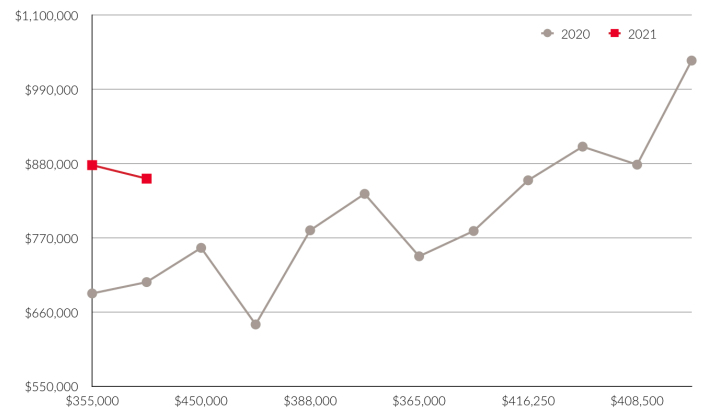


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



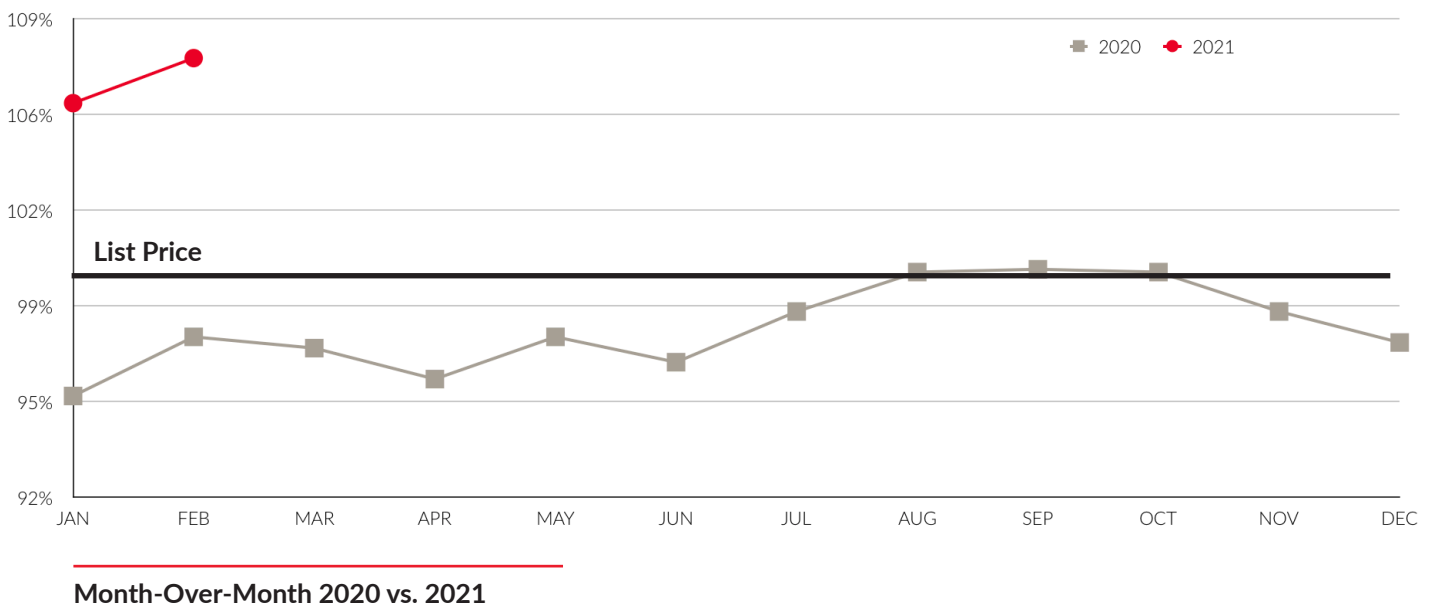
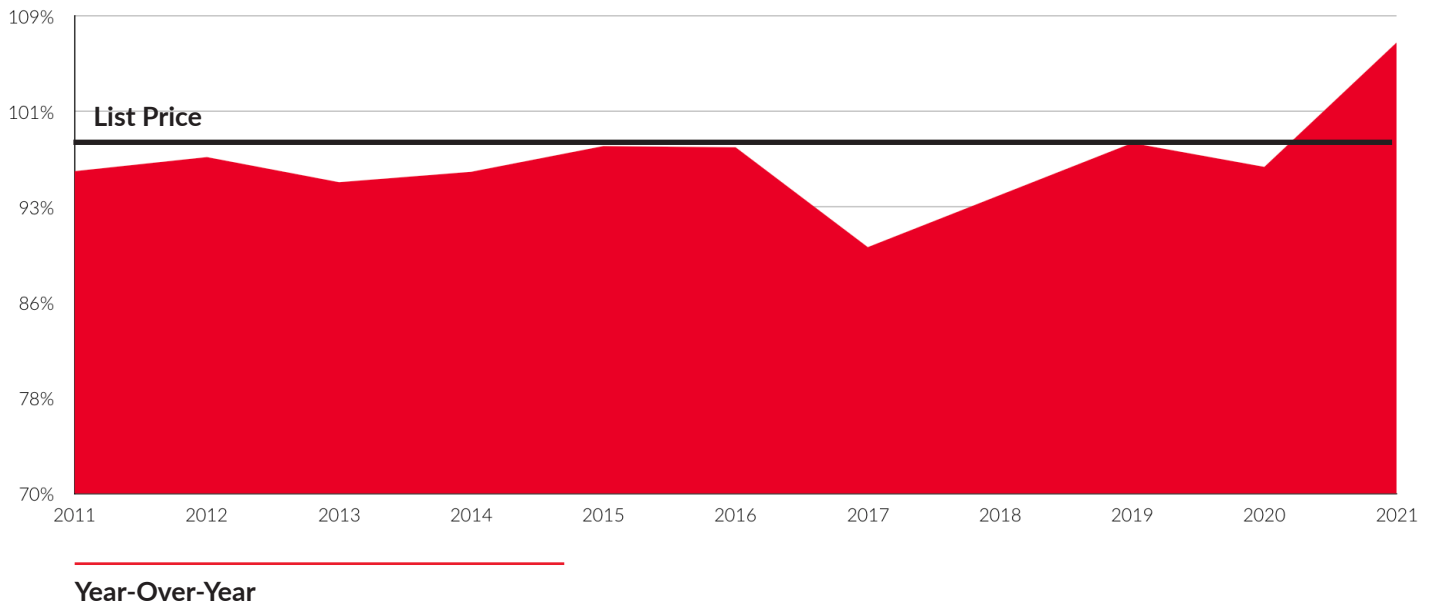
Year-Over-Year



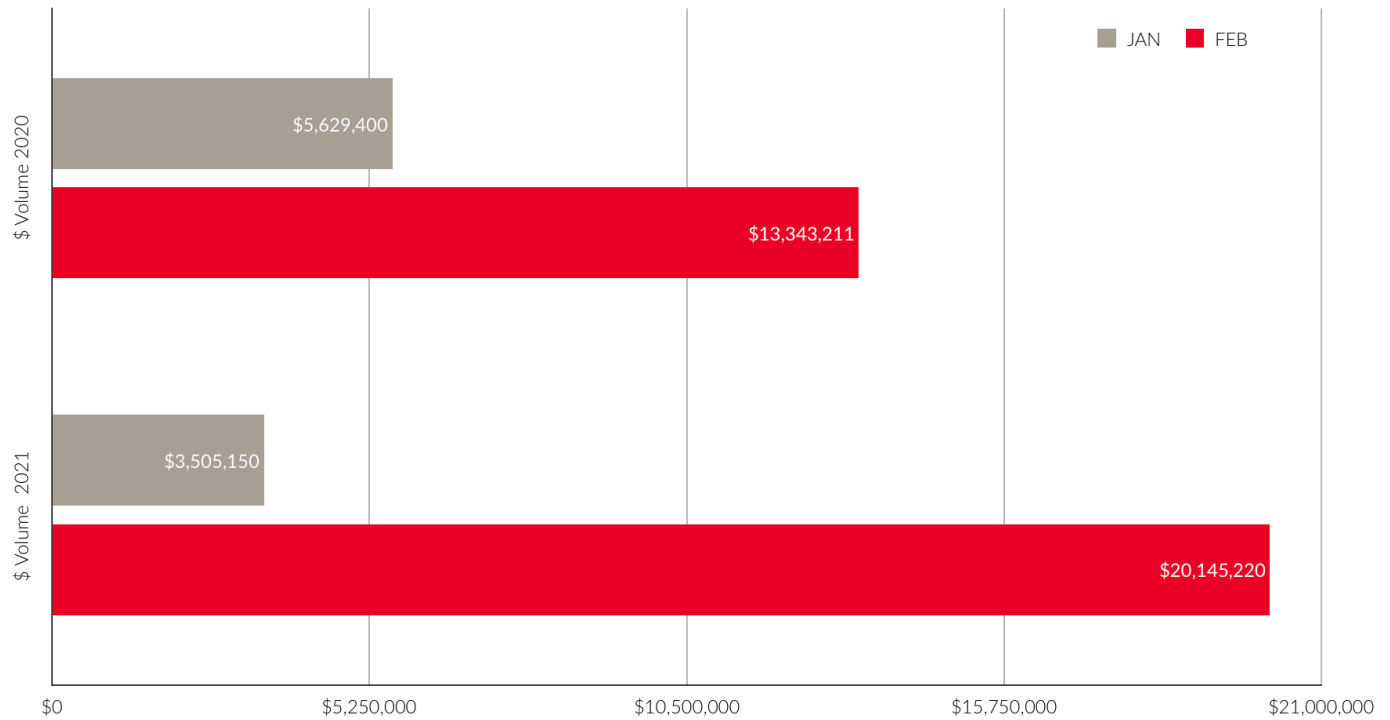
Month-Over-Month 2020 vs. 2021

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

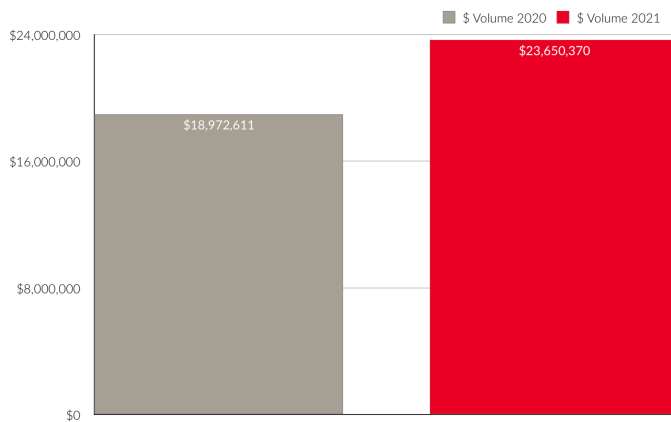
SALE PRICE VS. LIST PRICE RATIO



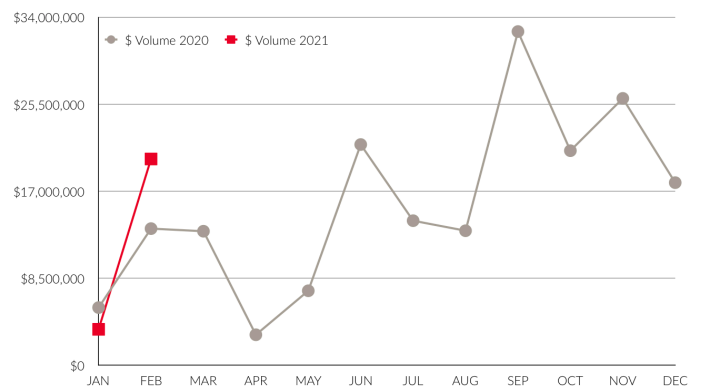
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

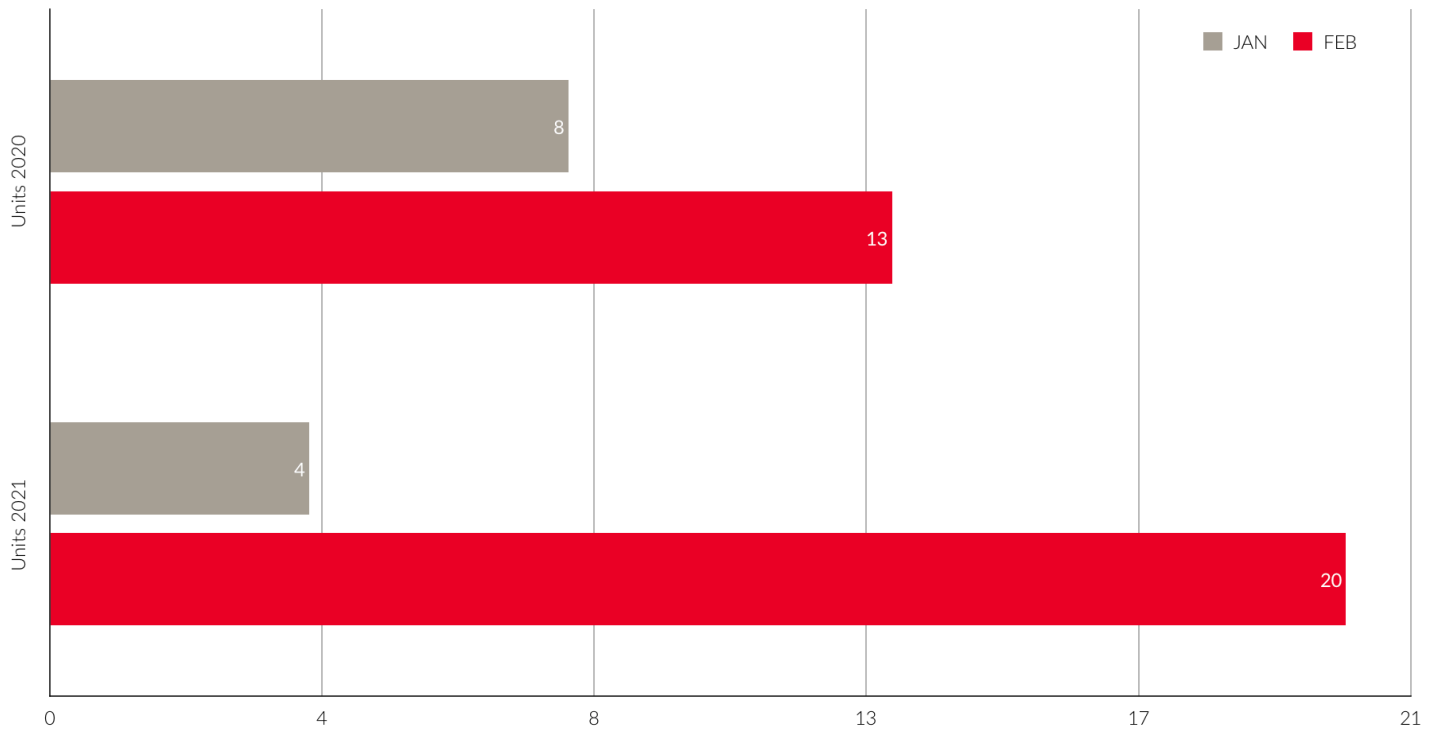


Yearly Totals 2020 vs. 2021

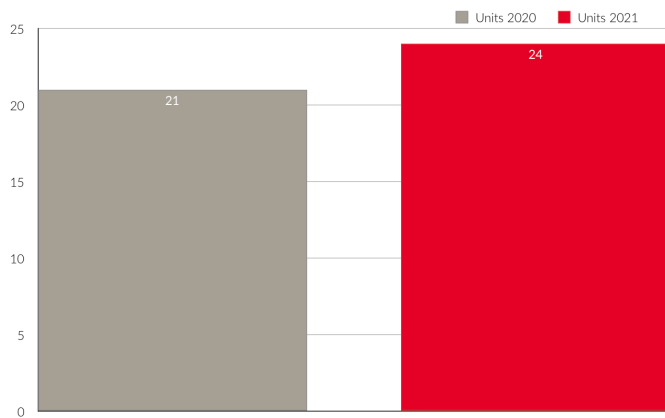


Month vs. Month 2020 vs. 2021

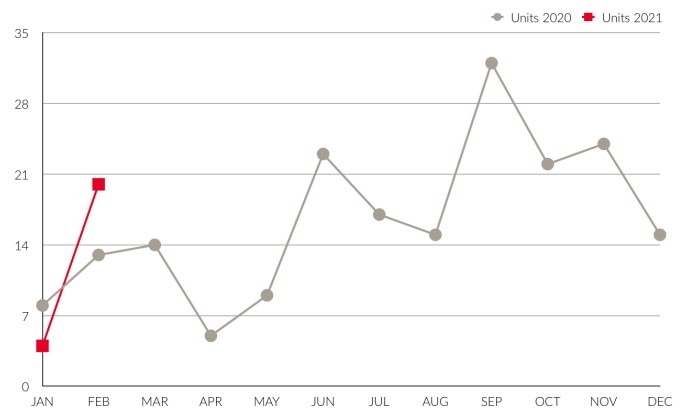
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM

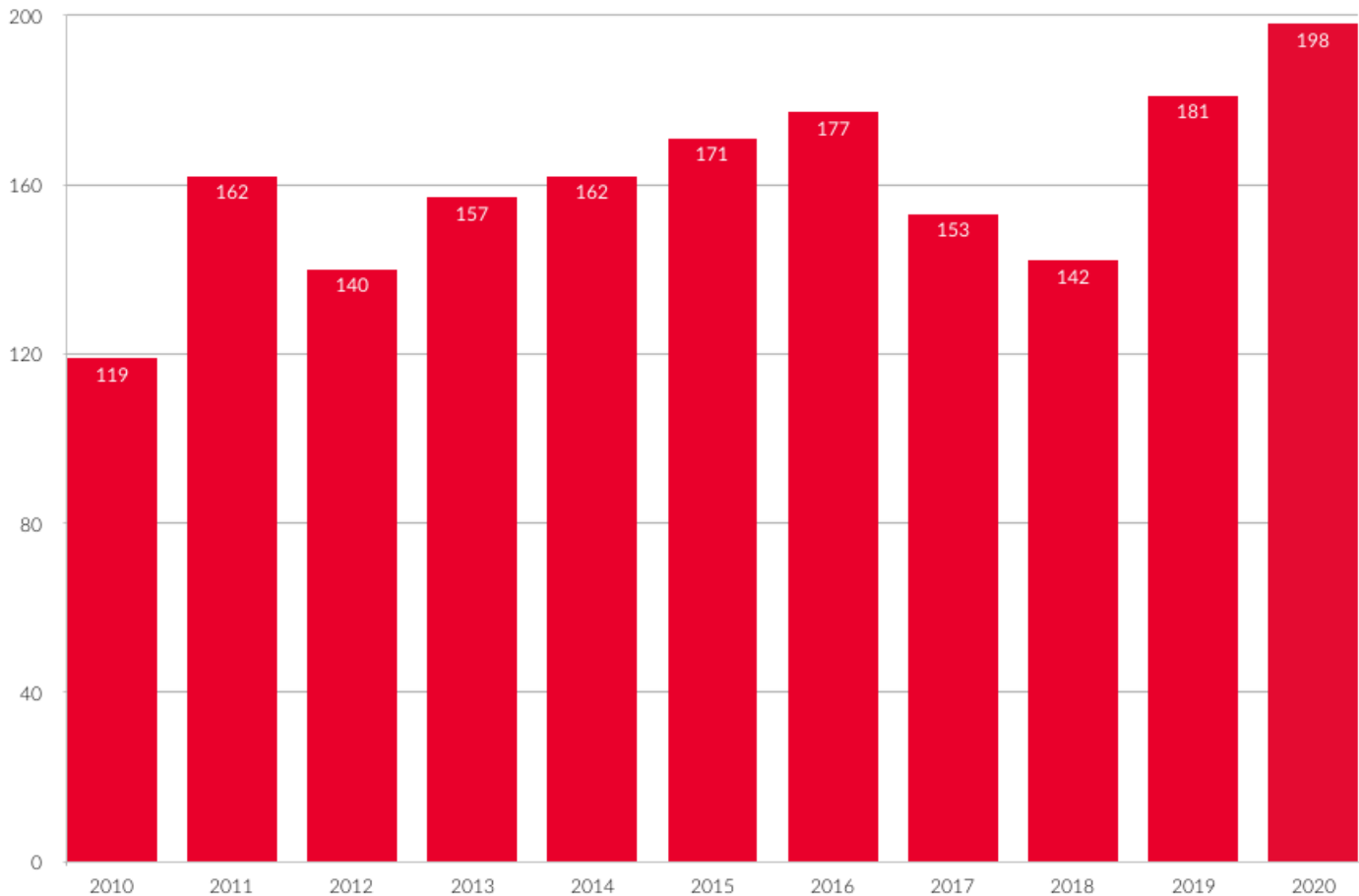


VACANT LAND

YTD Sales Volume	 \$19,871,220 +46.05%	 \$3,779,150 +73.2%	 \$0 No change
YTD Unit Sales	 18 +28.57%	 6 +50%	 0 No change
YTD Average Sale Price	 \$1,103,957 +13.6%	 \$629,858 +15.46%	 \$0 No change
February Sales Volume	 \$17,121,220 +73.22%	 \$3,024,000 +71.43%	 \$0 No change
February Unit Sales	 15 +66.67%	 5 +66.67%	 0 No change

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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