



# 2021 MARCH

**CITY OF GUELPH**

Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The real estate market in the City of Guelph shows no signs of slowing down with an overall increase in March numbers. Sales volume has significantly increased, with twice as many sales as this time last year. With improving inventory, unit sales have also increased substantially. However, demand continues to outpace the market pushing year over year average and median home prices upward by 28% and 25% respectively.



### March year-over-year sales volume of \$288,567,949

Up 109.64% from 2020's \$137,650,458 with unit sales of 367 up 60.96% from last March's 228. New listings of 439 are up 42.53% from a year ago, with the sales/listing ratio of 83.6% up 9.57%.



### Year-to-date sales volume of \$579,868,928

Up 69.34% from 2020's \$342,430,051 with unit sales of 768 up 31.28% from 2020's 585. New listings of 963 are up 22.83% from a year ago, with the sales/listing ratio of 79.75% up 5.13%.



### Year-to-date average sale price of \$744,225

Up from \$581,089 one year ago with median sale price of \$701,000 up from \$571,000 one year ago. Average days-on-market of 10.67 is down 9.66 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$715,000**

+25.22%

Sales Volume

**\$288,567,949**

+109.64%

Unit Sales

**367**

+60.96%

New Listings

**439**

+42.53%

Expired Listings

**3**

-62.5%

Unit Sales/Listings Ratio

**83.6%**

+9.57%

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



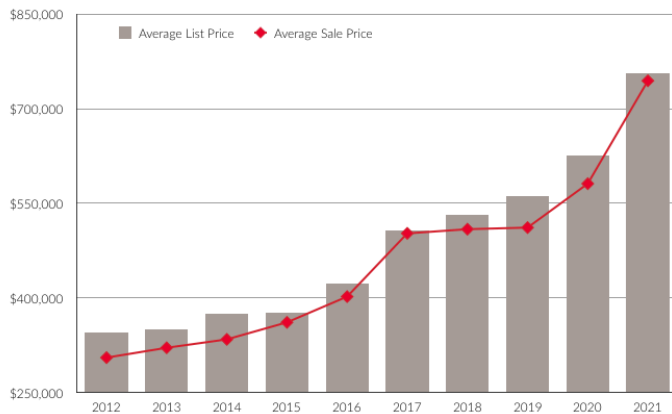
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$238,880,036	\$342,430,051	\$579,868,928	+69.34%
<b>YTD Unit Sales</b>	465	585	768	+31.28%
<b>YTD New Listings</b>	752	784	963	+22.83%
<b>YTD Sales/Listings Ratio</b>	61.84%	74.62%	79.75%	+5.13%
<b>YTD Expired Listings</b>	56	32	15	-53.12%
<b>March Volume Sales</b>	\$103,254,523	\$137,650,458	\$288,567,949	+109.64%
<b>March Unit Sales</b>	196	228	367	+60.96%
<b>March New Listings</b>	273	308	439	+42.53%
<b>March Sales/Listings Ratio</b>	71.79%	74.03%	83.6%	+9.57%
<b>March Expired Listings</b>	21	8	3	-62.5%
<b>YTD Sales: Under \$0-\$199K</b>	2	3	1	-66.67%
<b>YTD Sales: Under \$200K-\$349K</b>	61	31	8	-74.19%
<b>YTD Sales: Under \$350K-\$549K</b>	233	241	140	-41.91%
<b>YTD Sales: Under \$550K-\$749K</b>	132	228	319	+39.91%
<b>YTD Sales: Under \$750K-\$999K</b>	34	64	220	+243.75%
<b>YTD Sales: \$1M+</b>	3	18	79	+338.9%
<b>YTD Average Days-On-Market</b>	28	20.33	10.67	-47.54%
<b>YTD Average Sale Price</b>	\$511,518	\$581,089	\$744,225	+28.07%
<b>YTD Median Sale Price</b>	\$485,000	\$571,000	\$701,000	+22.77%

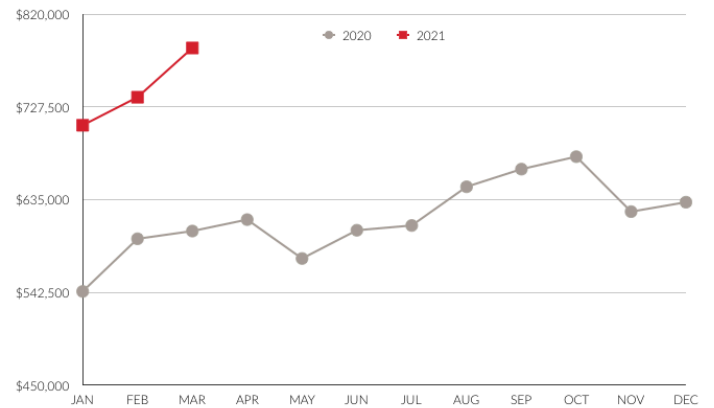
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

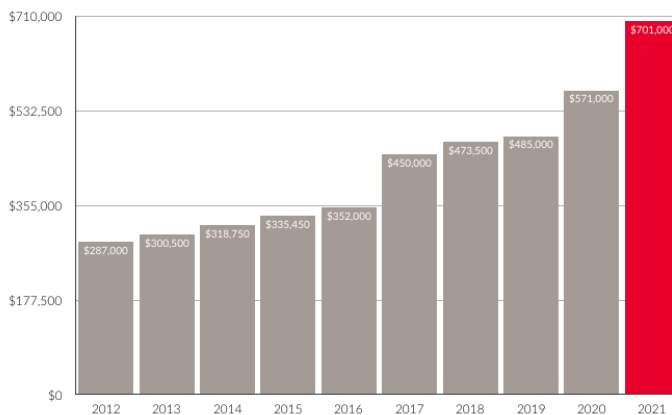


Year-Over-Year

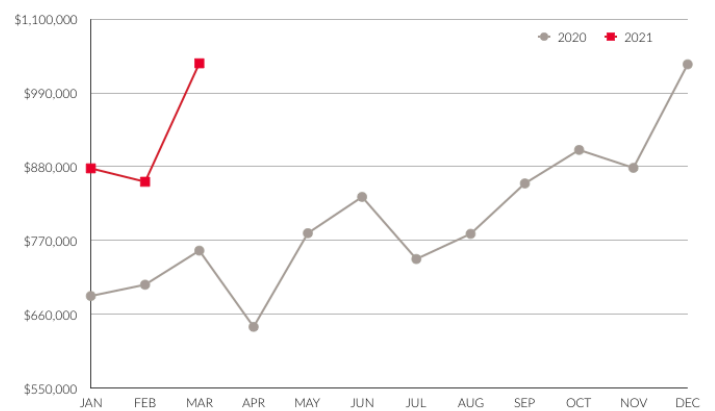


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



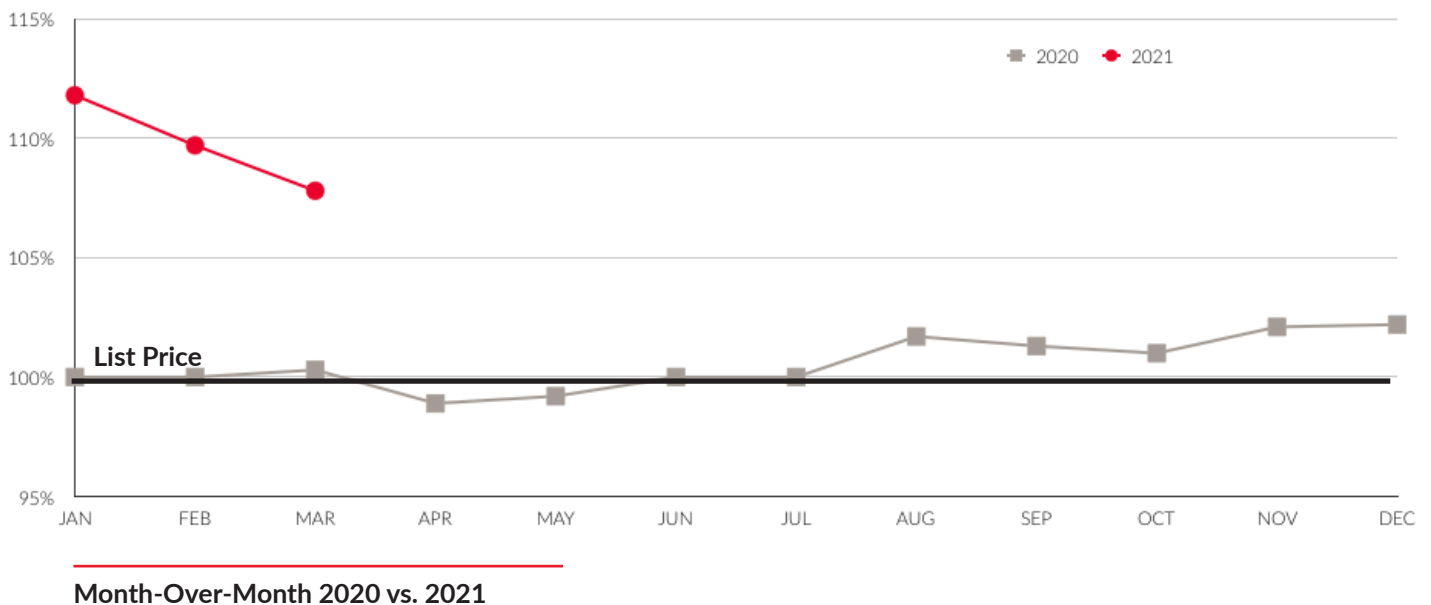
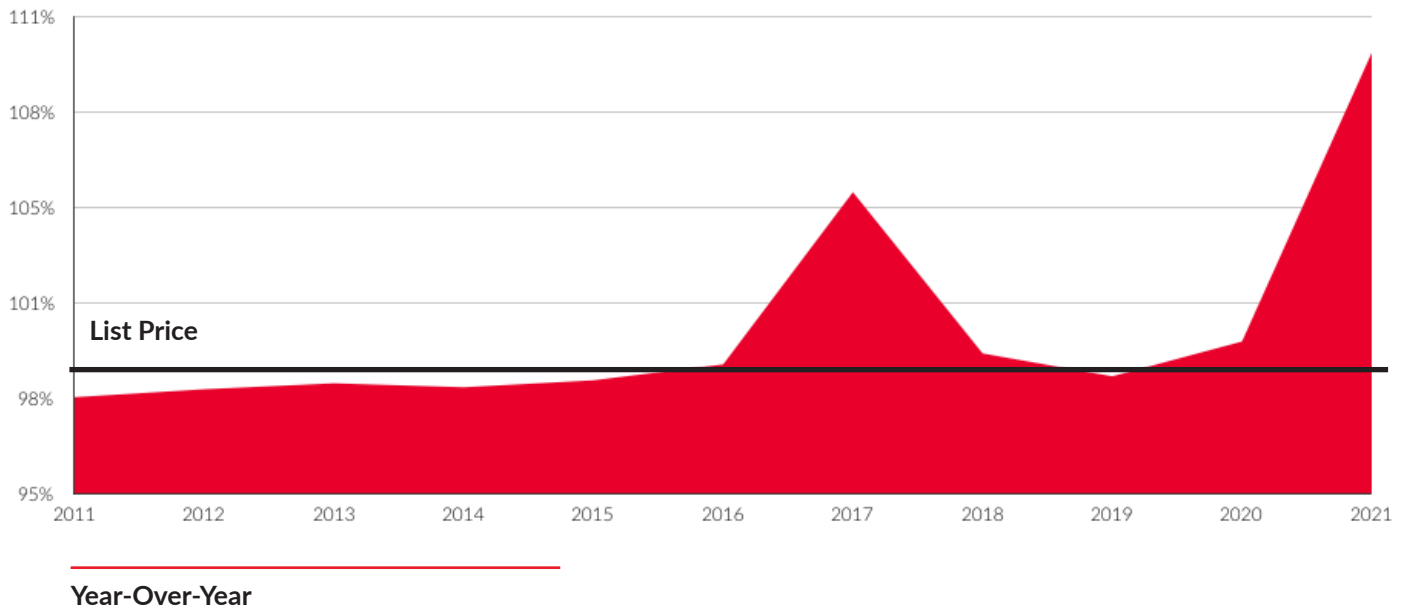
Year-Over-Year



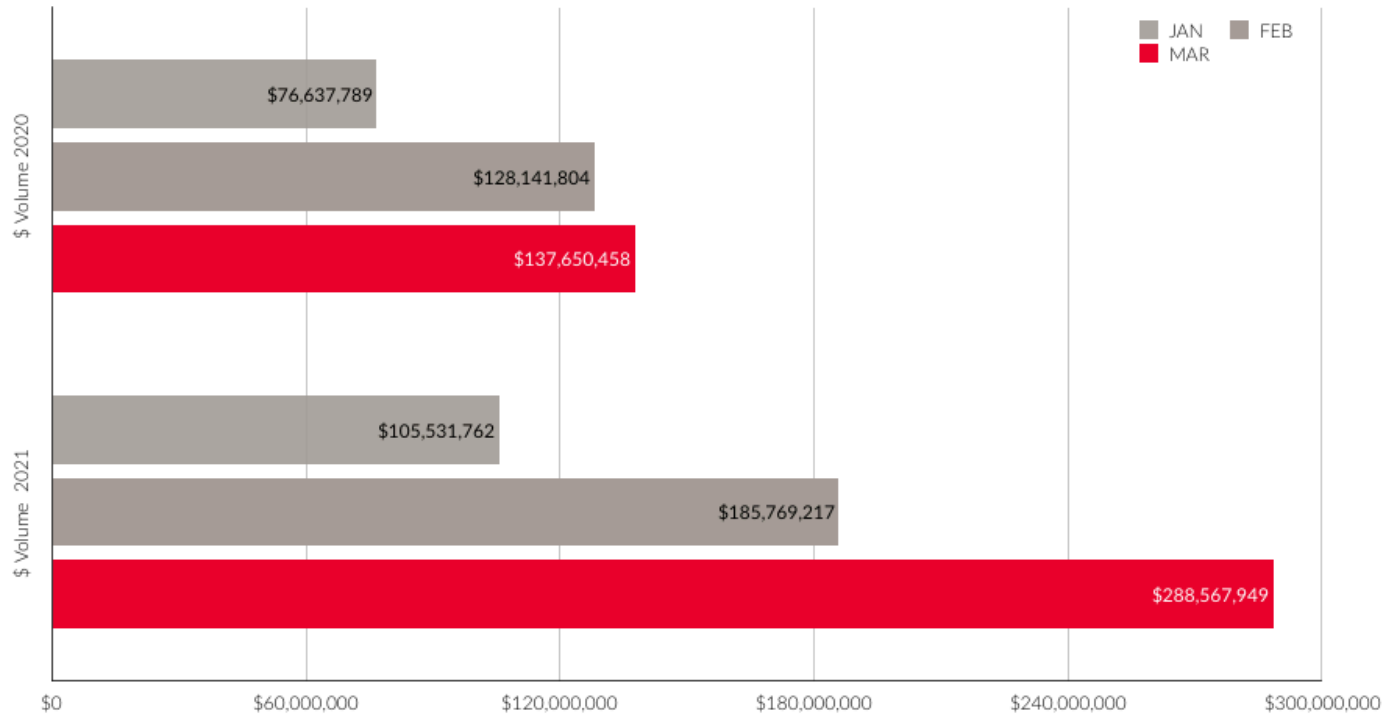
Month-Over-Month 2020 vs. 2021

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

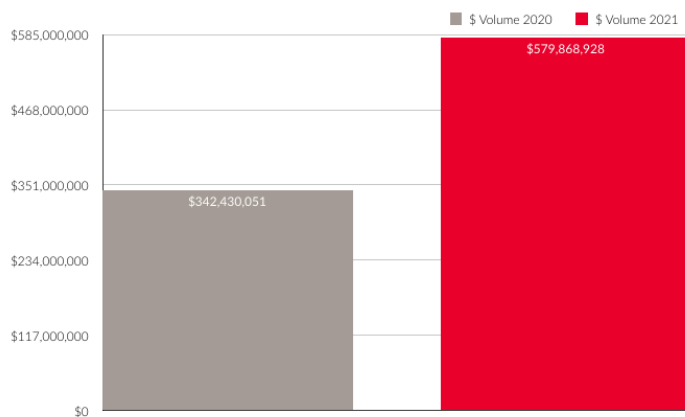
# SALE PRICE VS. LIST PRICE RATIO



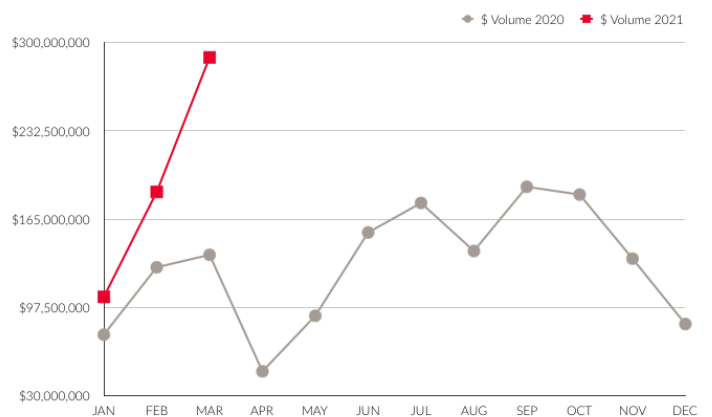
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

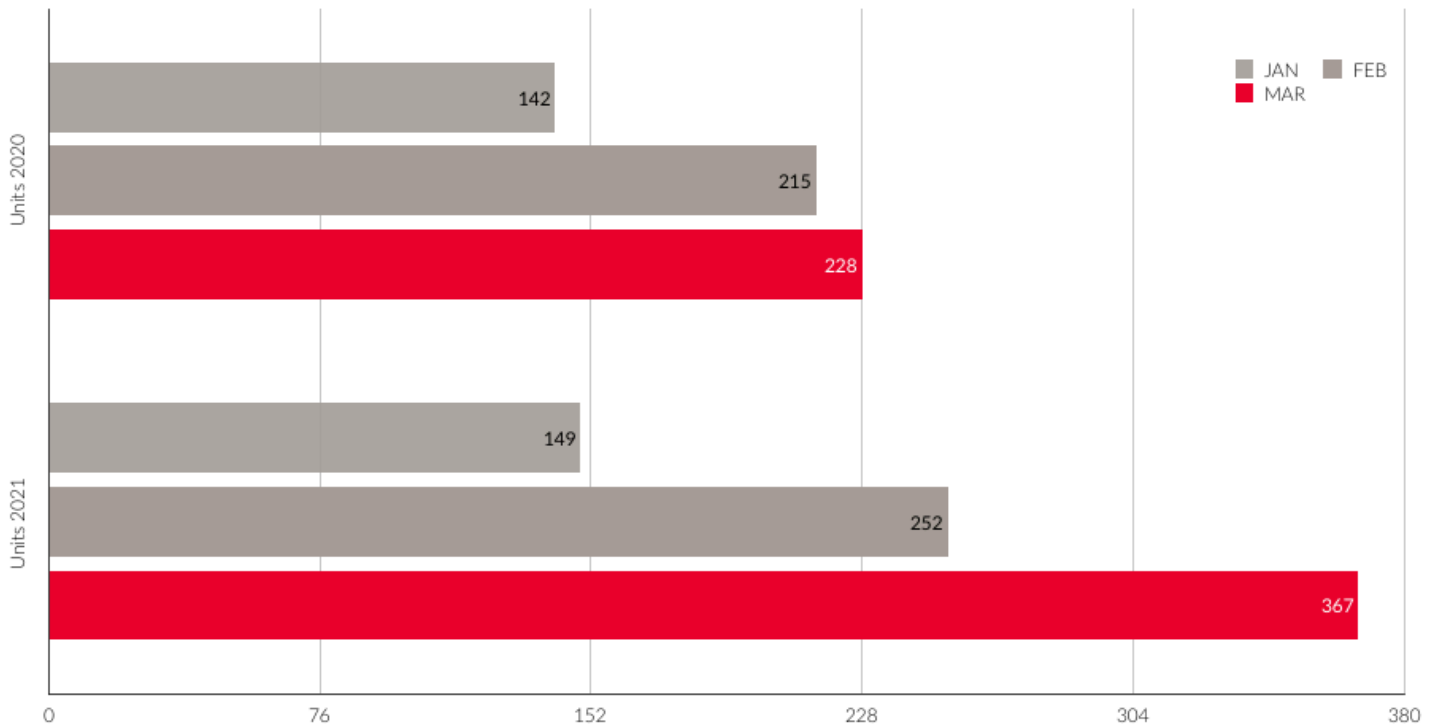


Yearly Totals 2020 vs. 2021

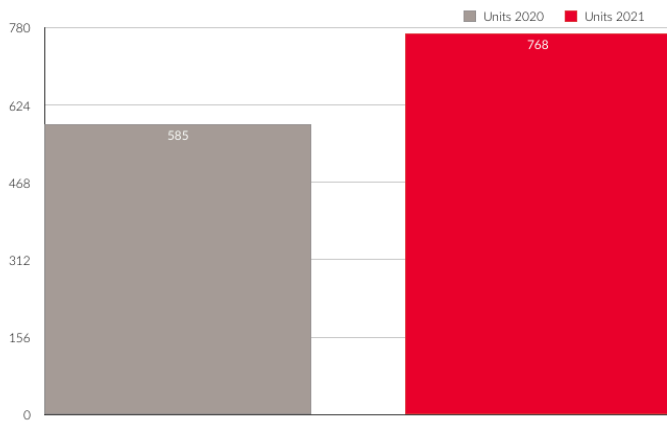


Month vs. Month 2020 vs. 2021

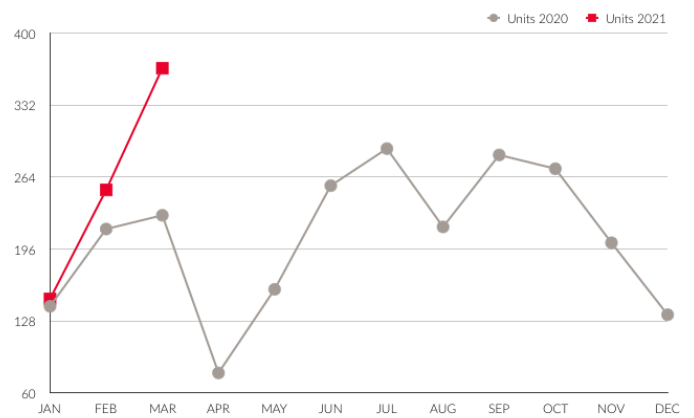
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

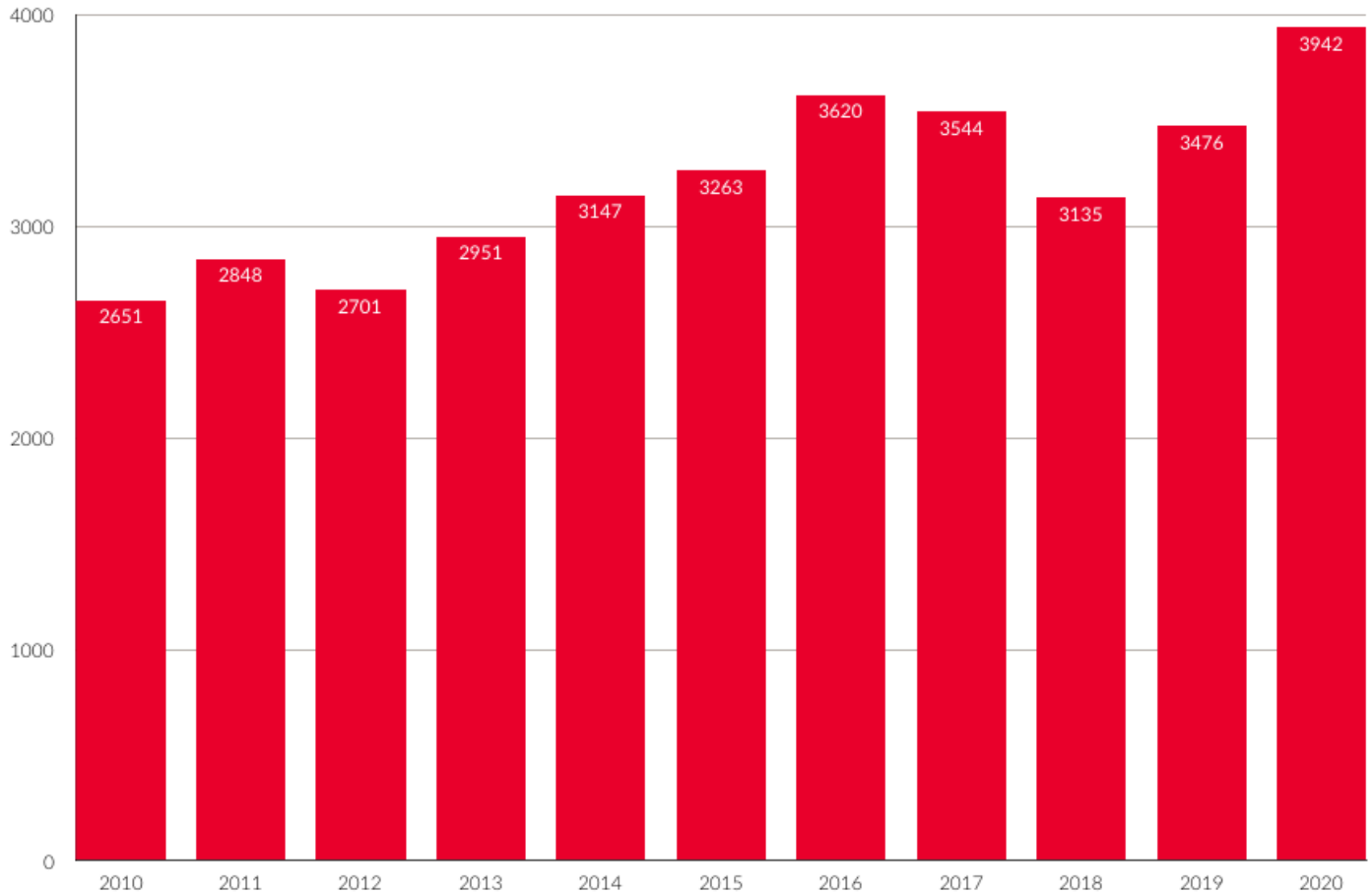
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$388,465,961</b> +65.48%	 <b>\$155,154,767</b> +67.76%	 <b>\$2,795,000</b> +330%
YTD Unit Sales	 <b>468</b> +29.64%	 <b>275</b> +32.21%	 <b>4</b> +300%
YTD Average Sale Price	 <b>\$830,055</b> +27.65%	 <b>\$564,199</b> +26.88%	 <b>\$698,750</b> +7.5%
March Sales Volume	 <b>\$191,163,366</b> +91.79%	 <b>\$74,148,683</b> +142.4%	 <b>\$1,300,000</b> Up from 0
March Unit Sales	 <b>228</b> +50.99%	 <b>128</b> +82.86%	 <b>1</b> Up from 0

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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