



# 2021 MARCH

**GUELPH/ERAMOSA**

Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

Listing activity continued to increase leading to more unit sales and higher sales volume. Demand in Guelph Eramosa remains high as we head into Q2.



**March year-over-year sales volume of \$30,220,116**

Up 130.91% from 2020's \$13,087,526 with unit sales of 29 up 107.14% from last March's 14. New listings of 37 are up 85% from a year ago, with the sales/listing ratio of 78.38% up 8.38%.



**Year-to-date sales volume of \$53,870,486**

Up 68.03% from 2020's \$32,060,137 with unit sales of 29 up 107.14% from this time last year. New listings of 78 are up 32.2% from a year ago, with the sales/listing ratio of 67.95% up 8.63%.



**Year-to-date average sale price of \$975,207**

Up from \$888,300 one year ago with median sale price of \$877,575 up from \$704,250 one year ago. Average days-on-market of 10.67 is down 58 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$1,034,000**

+36.95%

Sales Volume

**\$30,220,116**

+130.91%

Unit Sales

**29**

+107.14%

New Listings

**37**

+85%

Expired Listings

**0**

Down from 1

Unit Sales/Listings Ratio

**78.38%**

+8.38%

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



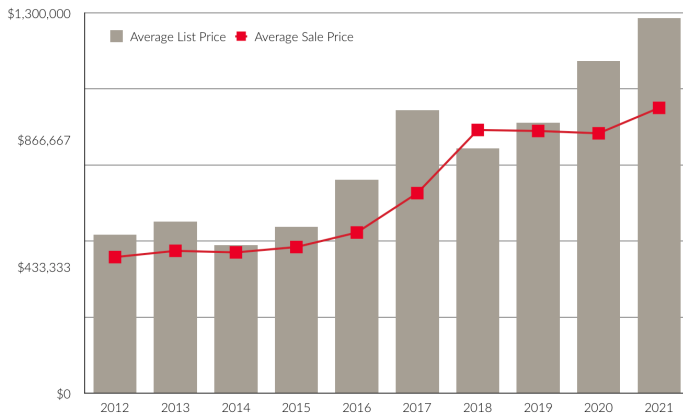


# THE MARKET IN DETAIL

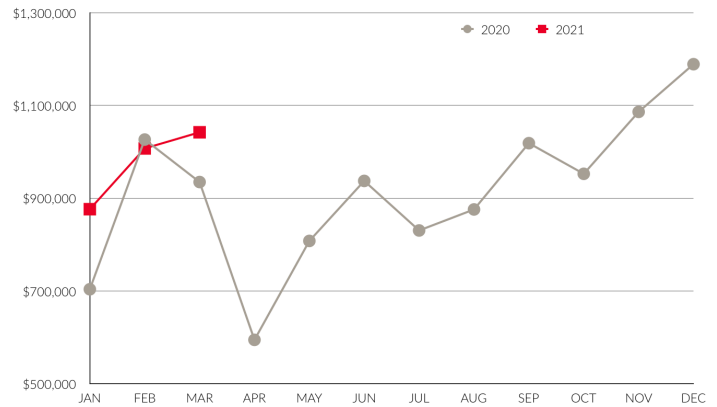
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$24,326,300	\$32,060,137	\$53,870,486	+68.03%
<b>YTD Unit Sales</b>	27	35	53	+51.43%
<b>YTD New Listings</b>	67	59	78	+32.2%
<b>YTD Sales/Listings Ratio</b>	40.30%	59.32%	67.95%	+8.63%
<b>YTD Expired Listings</b>	12	9	0	Down from 9
<b>March Volume Sales</b>	\$10,245,800	\$13,087,526	\$30,220,116	+130.91
<b>March Unit Sales</b>	11	14	29	+107.14%
<b>March New Listings</b>	31	20	37	+85%
<b>March Sales/Listings Ratio</b>	35.48%	70%	78.38%	+8.38%
<b>March Expired Listings</b>	3	1	0	Down from 1
<b>YTD Sales: Under \$0-\$199K</b>	0	0	0	No change
<b>YTD Sales: Under \$200K-\$349K</b>	0	0	0	No change
<b>YTD Sales: Under \$350K-\$549K</b>	2	4	3	-25%
<b>YTD Sales: Under \$550K-\$749K</b>	4	7	5	-28.57%
<b>YTD Sales: Under \$750K-\$999K</b>	6	3	17	+466.67%
<b>YTD Sales: \$1M+</b>	4	7	28	+300%
<b>YTD Average Days-On-Market</b>	43.33	68.67	10.67	-84.47%
<b>YTD Average Sale Price</b>	\$896,275	\$888,300	\$975,207	+9.78%
<b>YTD Median Sale Price</b>	\$835,000	\$704,250	\$877,575	+24.61%

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

# AVERAGE SALE PRICE

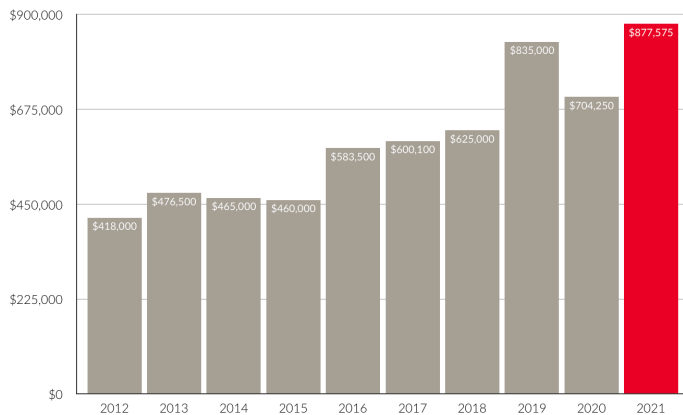


Year-Over-Year



Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



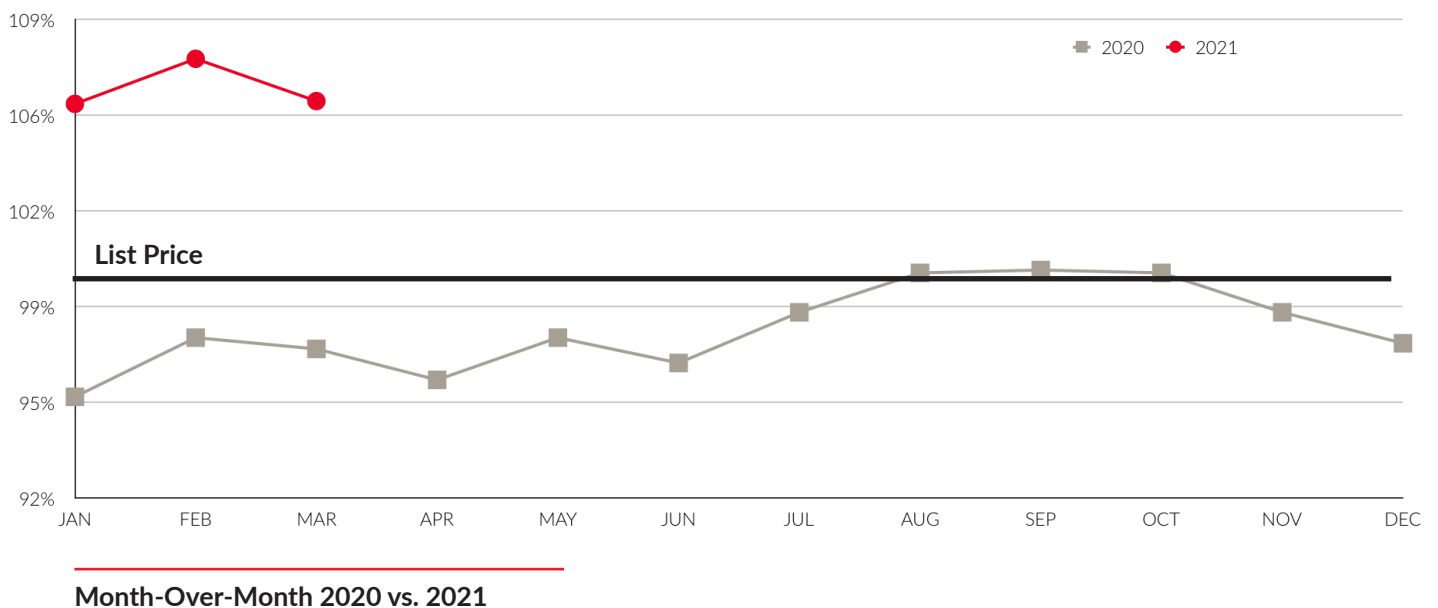
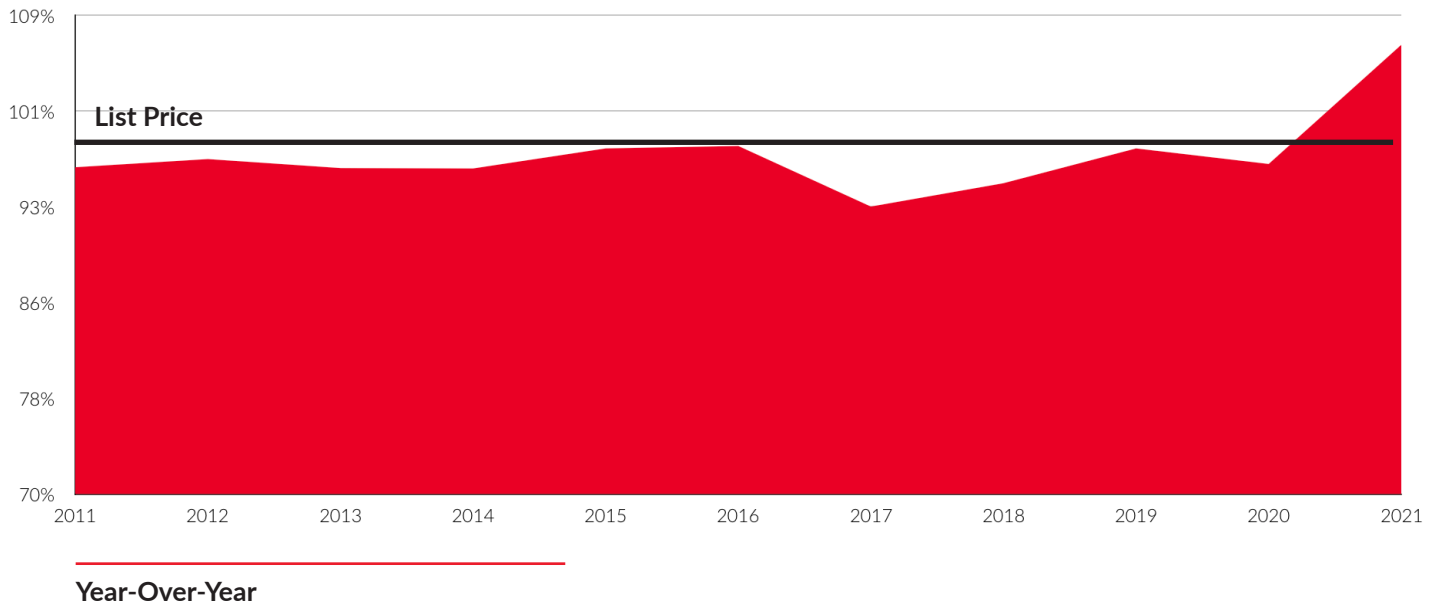
Year-Over-Year



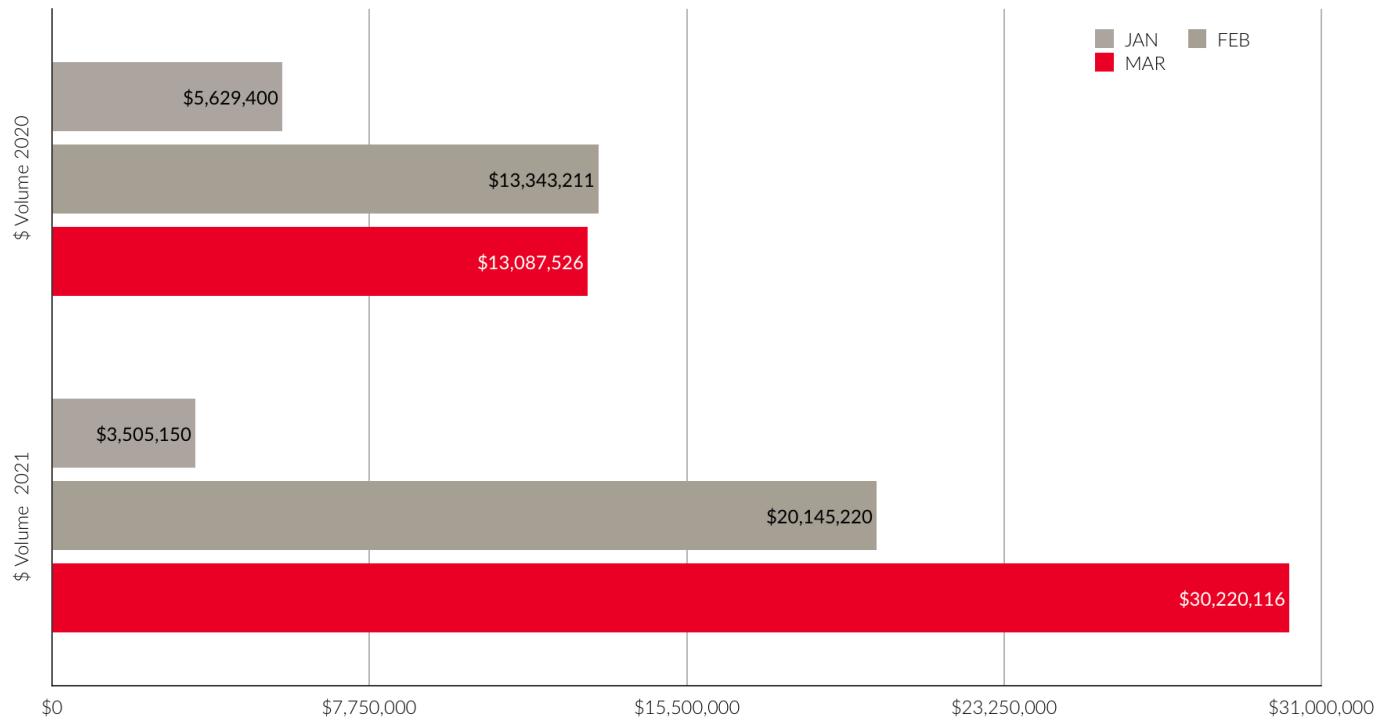
Month-Over-Month 2020 vs. 2021

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

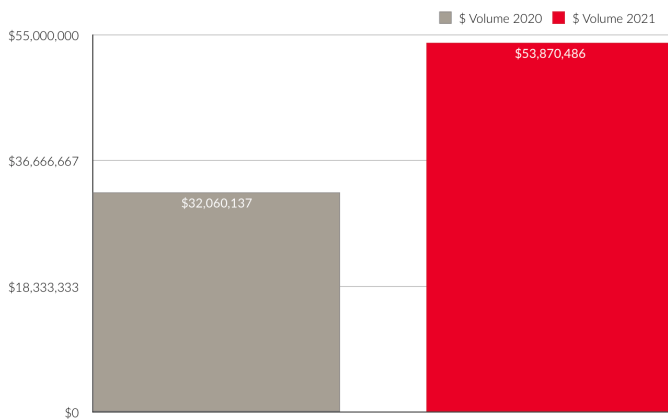
# SALE PRICE VS. LIST PRICE RATIO



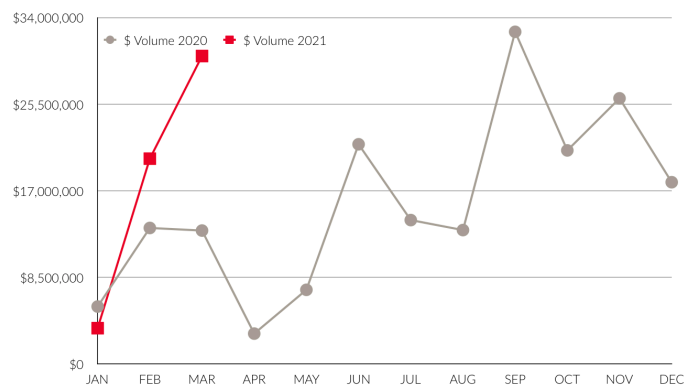
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

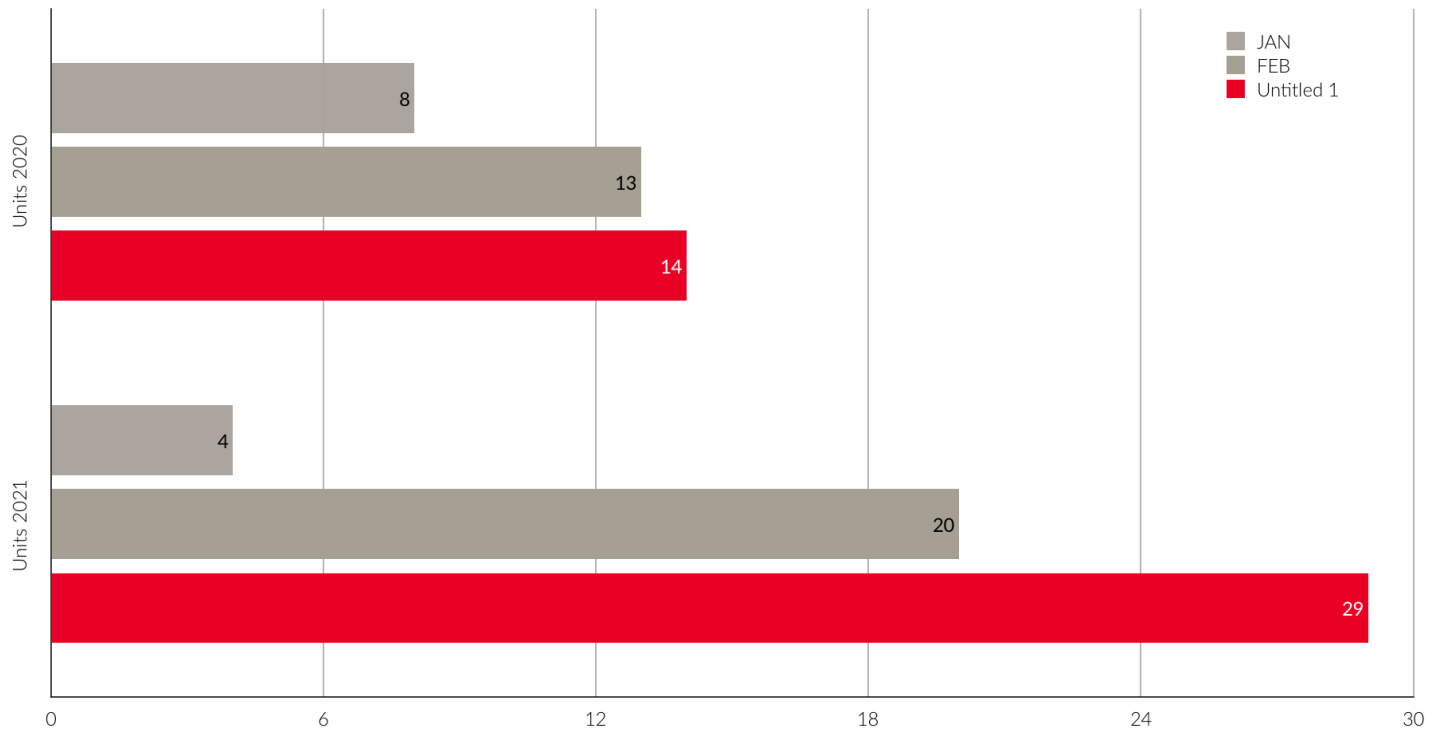


Yearly Totals 2020 vs. 2021

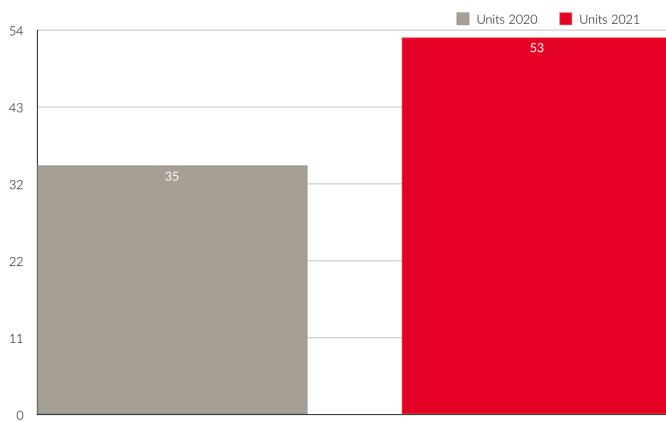


Month vs. Month 2020 vs. 2021

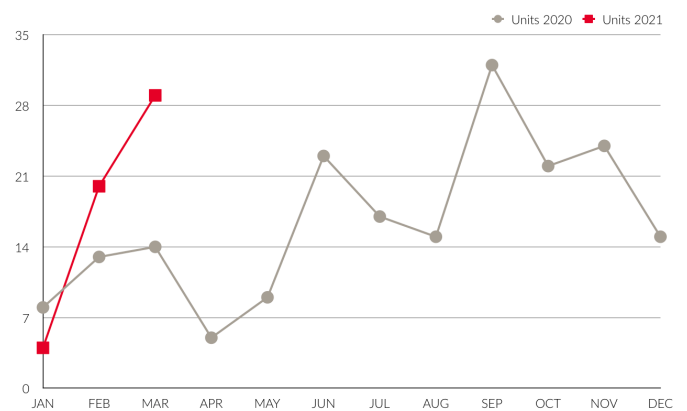
# UNIT SALES



## Monthly Comparison 2020 vs. 2021



## Yearly Totals 2020 vs. 2021



## Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

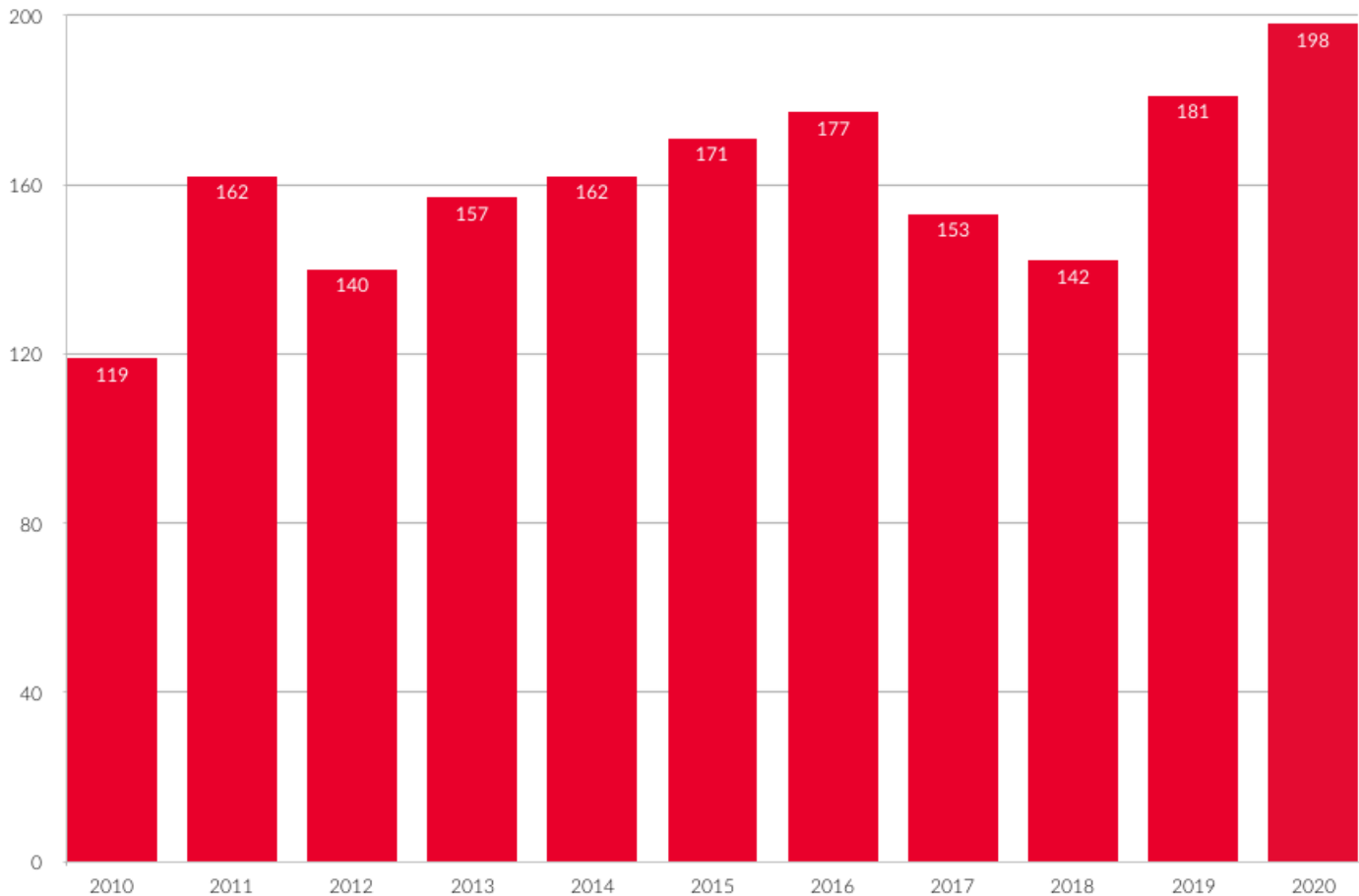
YTD Sales Volume	 <b>\$46,439,278</b> +90.92%	 <b>\$6,126,150</b> +111.17%	 <b>\$0</b> Down from \$1,650,000
YTD Unit Sales	 <b>43</b> +65.38%	 <b>9</b> +80%	 <b>0</b> Down from 1
YTD Average Sale Price	 <b>\$1,079,983</b> +15.44%	 <b>\$680,683</b> +17.32%	 <b>\$0</b> Down from \$1,650,000
March Sales Volume	 <b>\$26,568,058</b> +147.87%	 <b>\$2,347,000</b> +226.43%	 <b>\$0</b> Down from \$1,650,000
March Unit Sales	 <b>25</b> +108.33%	 <b>3</b> +200%	 <b>0</b> Down from 1

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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