



2021 APRIL

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

April continued to show extremely high demand for homes in the City of Guelph. With supply continuing to increase, sales volumes continue to climb. As we compare to the market of last April, sales activity looks promising as we head into the rest of Q2.



April year-over-year sales volume of \$235,806,575

Up 385.24% from 2020's \$48,596,300 with unit sales of 302 up 282.28% from last April's 79. New listings of 388 are up 139.51% from a year ago, with the sales/listing ratio of 77.84% up 3.81%.



Year-to-date sales volume of \$817,151,503

Up 108.98% from 2020's \$391,026,351 with unit sales of 1,072 up 61.45% from 2020's 664. New listings of 1,352 are up 42.92% from a year ago, with the sales/listing ratio of 79.29% up 9.1%.



Year-to-date average sale price of \$754,011

Up from \$589,603 one year ago with median sale price of \$705,950 up from \$555,500 one year ago. Average days-on-market of 10.75 is down 9.25 days from last year.

APRIL NUMBERS

Median Sale Price

\$710,900

+31.65%

Sales Volume

\$235,806,575

+385.24%

Unit Sales

302

+282.28%

New Listings

388

+139.51%

Expired Listings

10

-47.37%

Unit Sales/Listings Ratio

77.84%

+3.81%

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

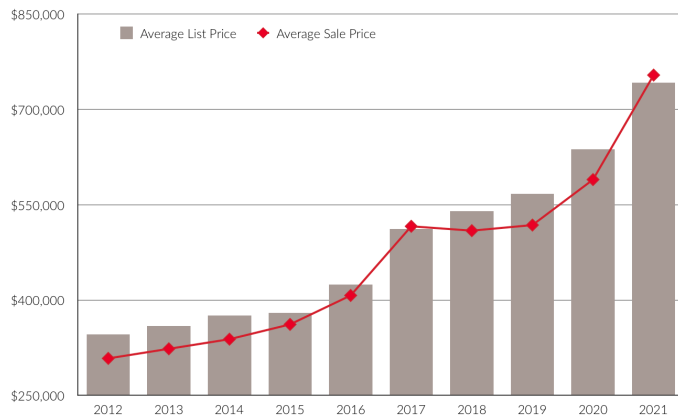


THE MARKET IN DETAIL

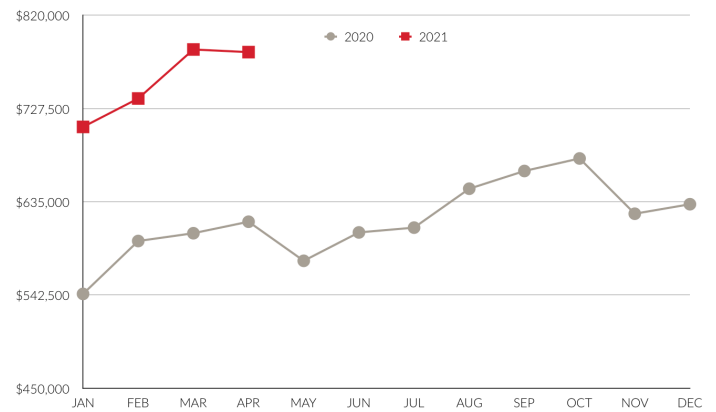
	2019	2020	2021	2020-2021
YTD Volume Sales	\$368,971,046	\$391,026,351	\$817,151,503	+108.98%
YTD Unit Sales	707	664	1072	+61.45%
YTD New Listings	1,122	946	1,352	+42.92%
YTD Sales/Listings Ratio	63.01%	70.19%	79.29%	+9.1%
YTD Expired Listings	84	51	25	-50.98%
April Volume Sales	\$130,091,010	\$48,596,300	\$235,806,575	+385.24%
April Unit Sales	242	79	302	+282.28%
April New Listings	370	162	388	+139.51%
April Sales/Listings Ratio	71.79%	74.03%	77.84%	+3.81%
April Expired Listings	28	19	10	-47.37%
YTD Sales: Under \$0-\$199K	4	3	2	-33.33%
YTD Sales: Under \$200K-\$349K	89	35	11	-68.57%
YTD Sales: Under \$350K-\$549K	350	279	196	-29.75%
YTD Sales: Under \$550K-\$749K	201	256	434	+69.53%
YTD Sales: Under \$750K-\$999K	54	71	313	+340.85%
YTD Sales: \$1M+	9	20	116	+480%
YTD Average Days-On-Market	26.25	20	10.75	-46.25%
YTD Average Sale Price	\$518,030	\$589,603	\$754,011	+27.88%
YTD Median Sale Price	\$490,875	\$555,500	\$705,950	+27.08%

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

AVERAGE SALE PRICE

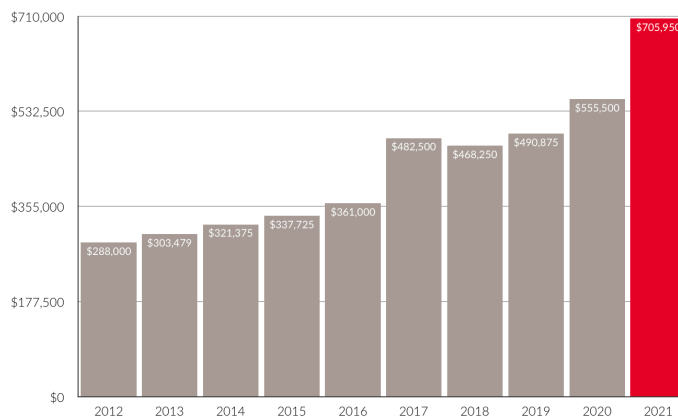


Year-Over-Year

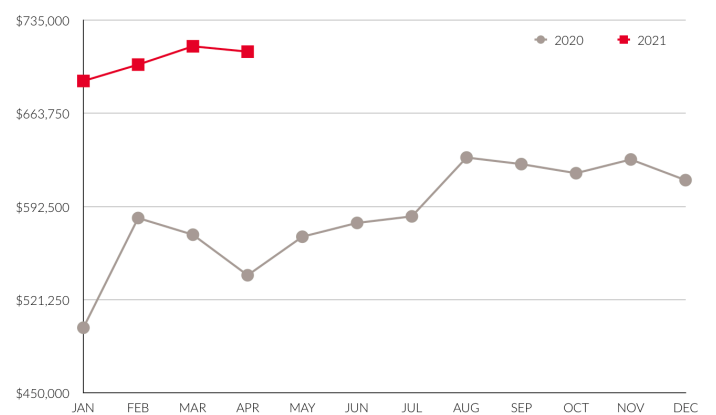


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



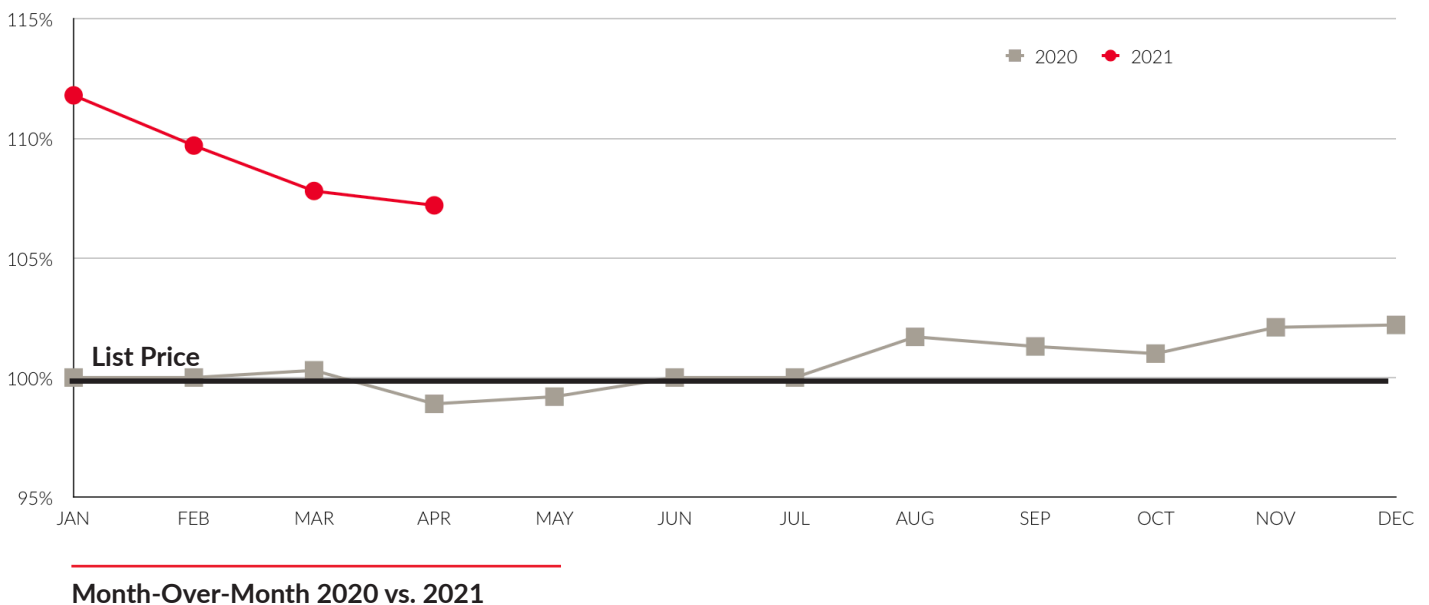
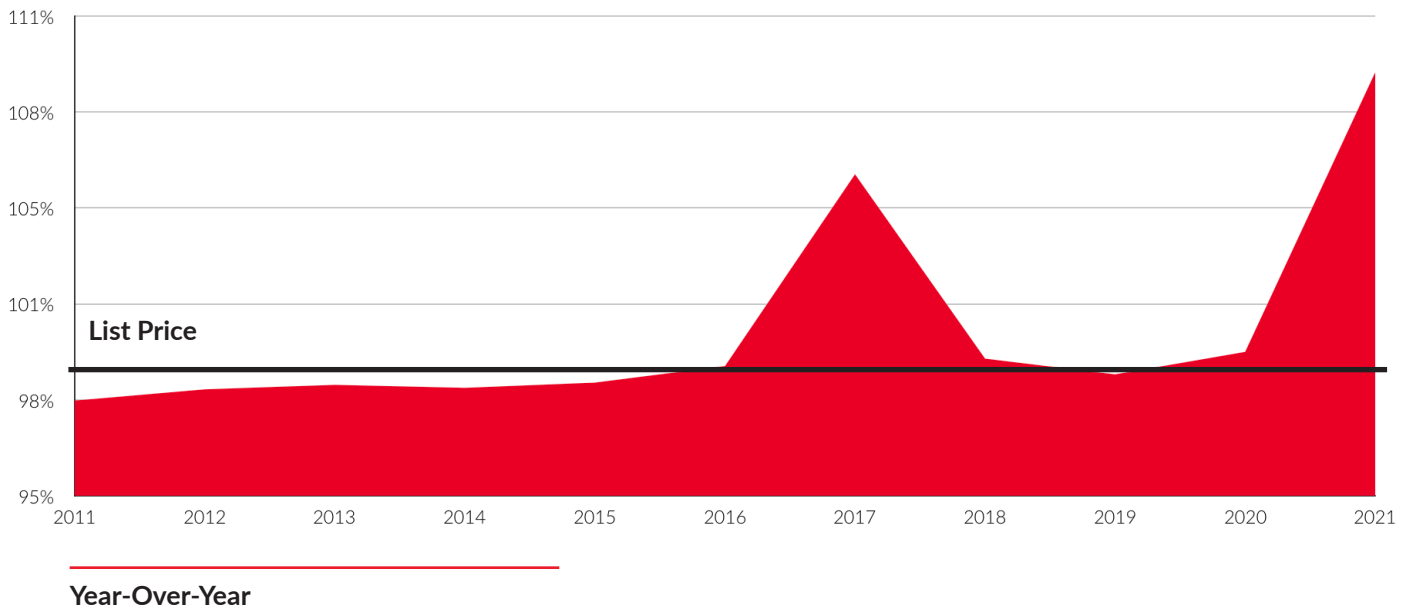
Year-Over-Year



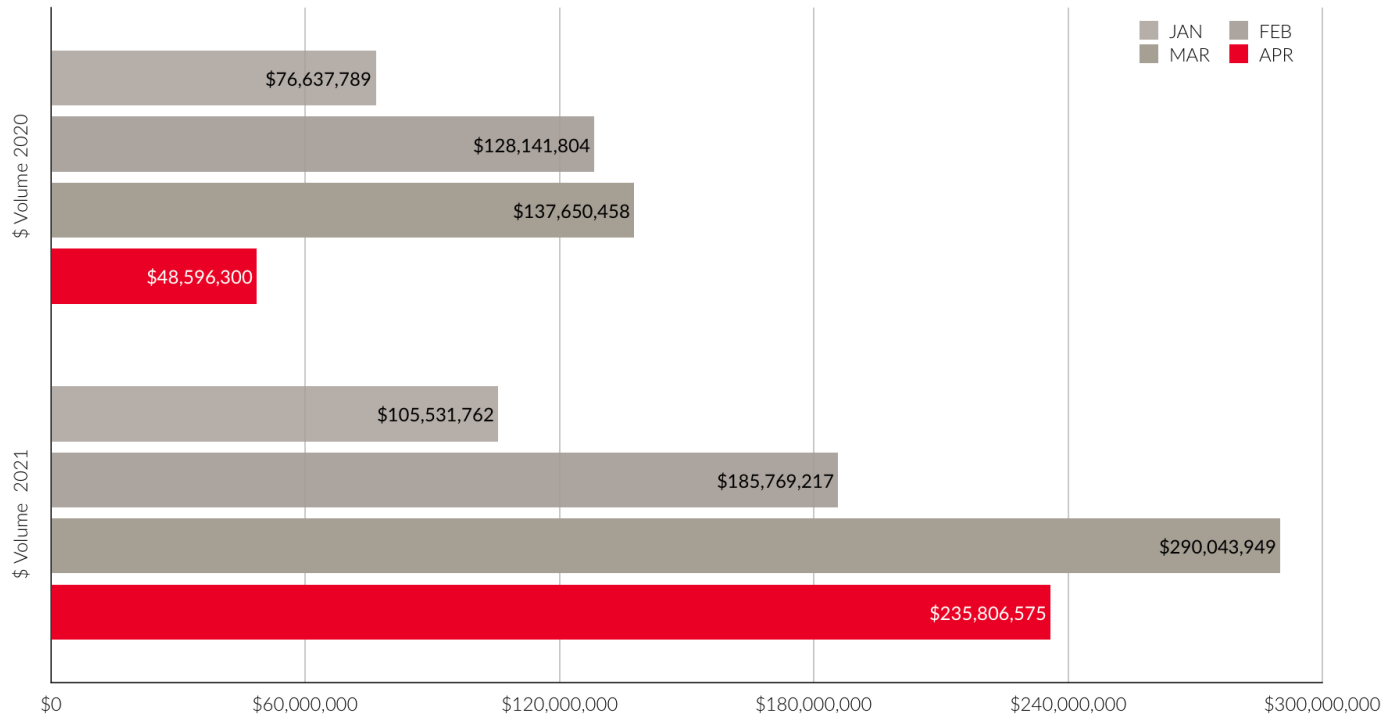
Month-Over-Month 2020 vs. 2021

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

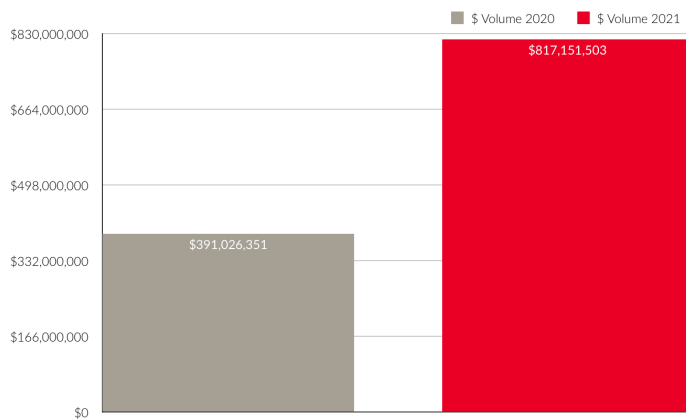
SALE PRICE VS. LIST PRICE RATIO



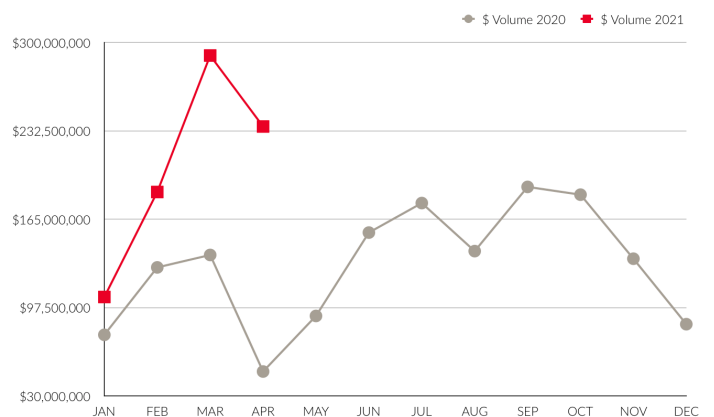
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

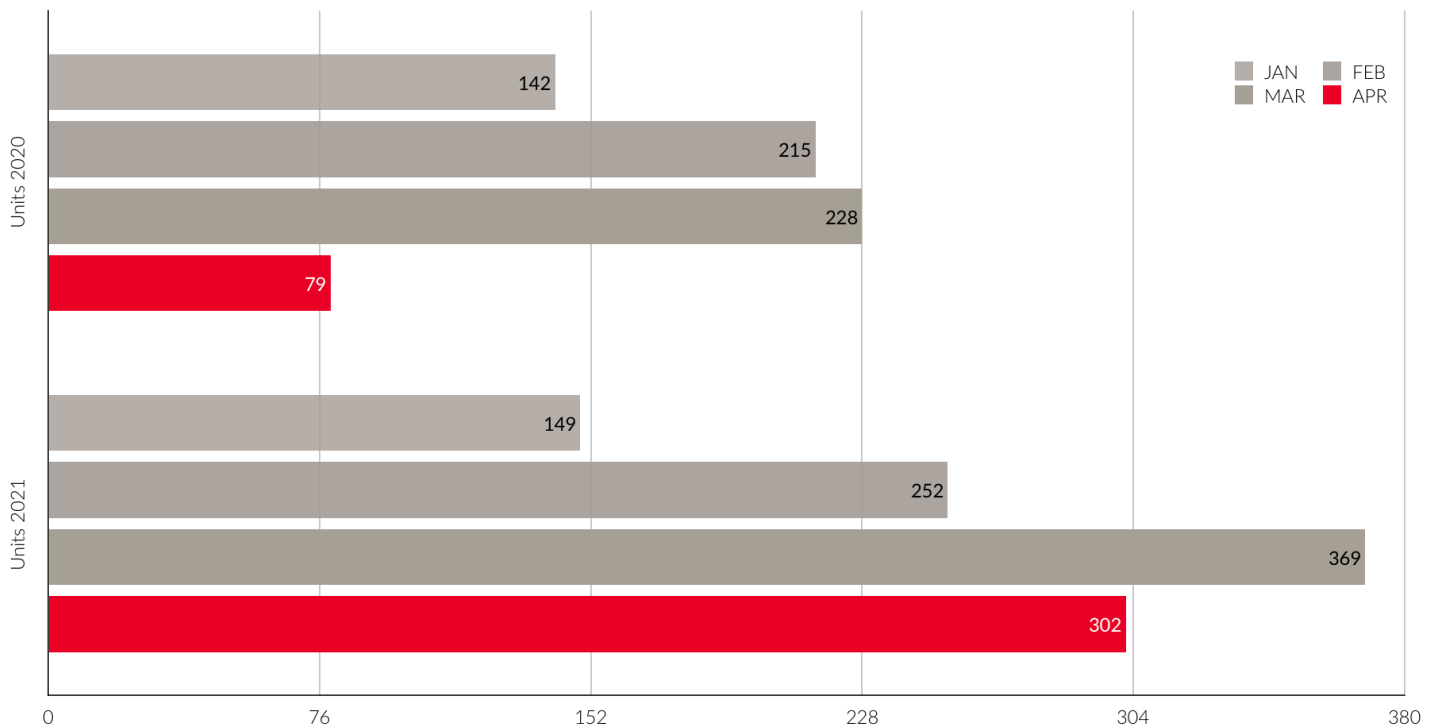


Yearly Totals 2020 vs. 2021

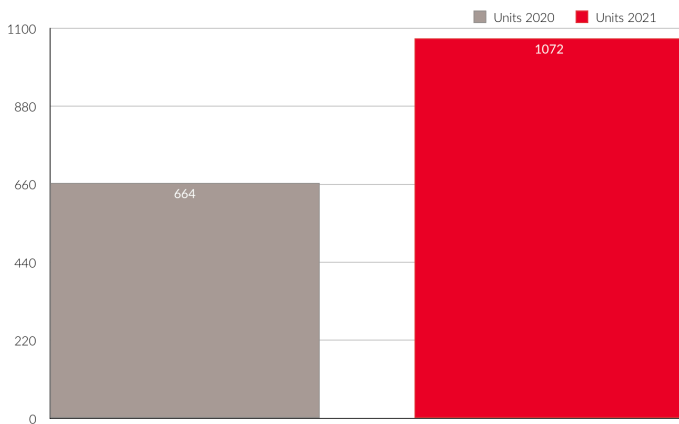


Month vs. Month 2020 vs. 2021

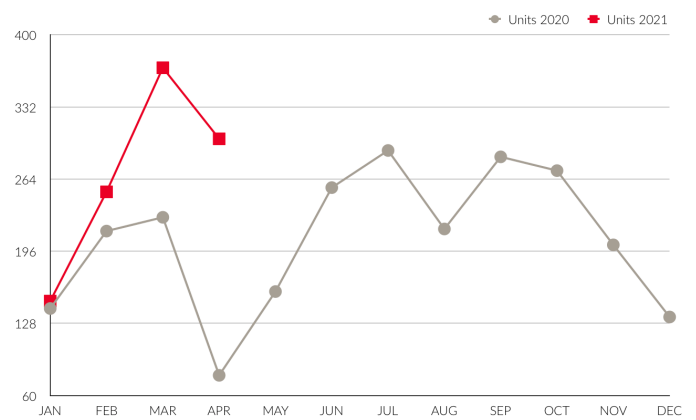
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



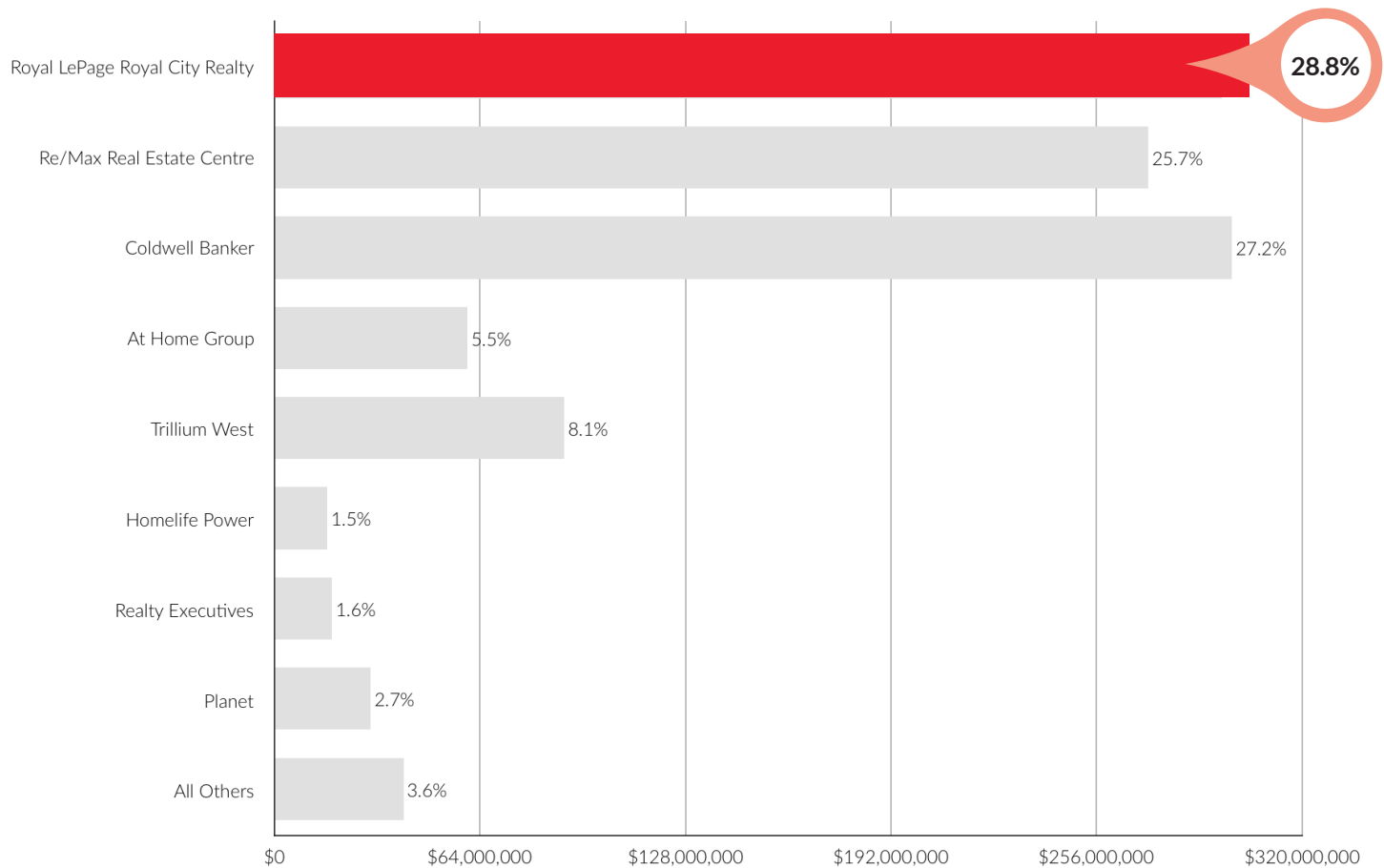
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$547,524,601 +105.43%	 \$211,688,070 +111.75%	 \$4,165,000 +192.3%
YTD Unit Sales	 654 +57.97%	 377 +66.08%	 6 +200%
YTD Average Sale Price	 \$837,194 +30.04%	 \$561,507 +27.5%	 \$694,166 -2.57%
April Sales Volume	 \$158,418,640 +398.63%	 \$55,697,303 +644.58%	 \$1,370,000 +76.8%
April Unit Sales	 185 +249.06%	 101 +431.58%	 2 +100%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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