



2021 APRIL

GUELPH/ERAMOSA Real Estate Market Report



OVERVIEW

SELLER'S MARKET

Guelph/Eramosa began the Second Quarter with an abundance of new listings, leading to an increase in sales volume of over 900% from last month. Listings continue to stay on the market for short periods of time, and prices continue to increase making this a great time for Seller's to list.



April year-over-year sales volume of \$31,838,561

Up 970.92% from 2020's \$2,973,000 with unit sales of 25 up 400% from last April's 5. New listings of 29 are up 141.67% from a year ago, with the sales/listing ratio of 86.21% up 44.54%.



Year-to-date sales volume of \$86,259,047

Up 146.22% from 2020's \$35,033,137 with unit sales of 79 up 97.5% from this time last year. New listings of 107 are up 50.7% from a year ago, with the sales/listing ratio of 73.83% up 17.49%.



Year-to-date average sale price of \$1,045,691

Up from \$814,875 one year ago with median sale price of \$951,788 up from \$695,850 one year ago. Average days-on-market of 11.25 is down 45.5 days from last year.

APRIL NUMBERS

Median Sale Price

\$1,100,000

+71.47%

Sales Volume

\$31,838,561

+970.92%

Unit Sales

25

+400%

New Listings

29

+141.67%

Expired Listings

2

-50%

Unit Sales/Listings Ratio

86.21%

+44.54%

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

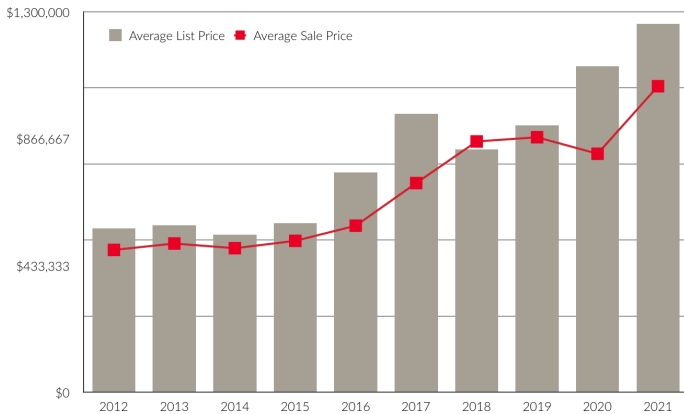


THE MARKET IN DETAIL

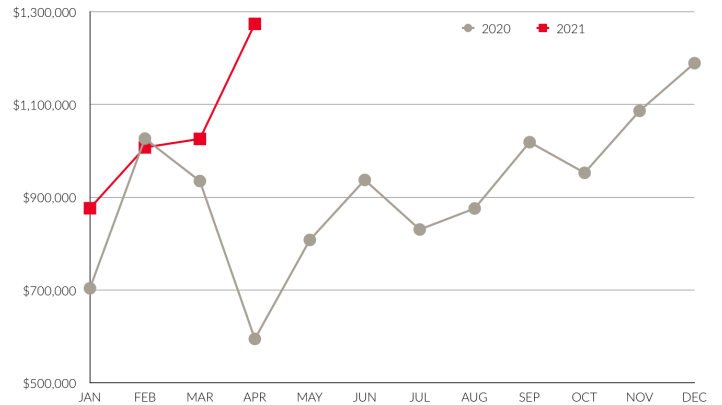
	2019	2020	2021	2020-2021
YTD Volume Sales	\$40,247,800	\$35,033,137	\$86,259,047	+146.22%
YTD Unit Sales	47	40	79	+97.5%
YTD New Listings	104	71	107	+50.7%
YTD Sales/Listings Ratio	45.19%	56.34%	73.83%	+17.49%
YTD Expired Listings	17	13	2	-84.62%
April Volume Sales	\$15,921,500	\$2,973,000	\$31,838,561	+970.92%
April Unit Sales	20	5	25	+400%
April New Listings	37	12	29	+141.67%
April Sales/Listings Ratio	54.05%	41.67%	86.21%	+44.54%
April Expired Listings	5	4	2	-50%
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	1	0	0	No change
YTD Sales: Under \$350K-\$549K	5	8	3	-62.5%
YTD Sales: Under \$550K-\$749K	20	12	8	-33.33%
YTD Sales: Under \$750K-\$999K	10	11	22	+100%
YTD Sales: \$1M+	11	9	46	+411.11%
YTD Average Days-On-Market	49.5	56.75	11.25	-80.18%
YTD Average Sale Price	\$871,225	\$814,875	\$1,045,691	+28.33%
YTD Median Sale Price	\$765,500	\$695,850	\$951,788	+36.78%

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

AVERAGE SALE PRICE

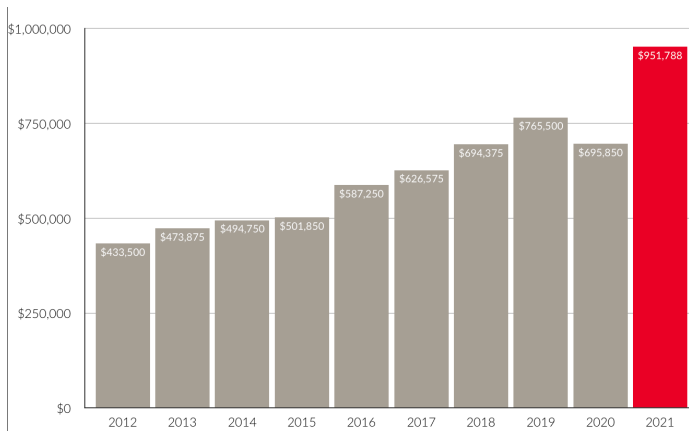


Year-Over-Year

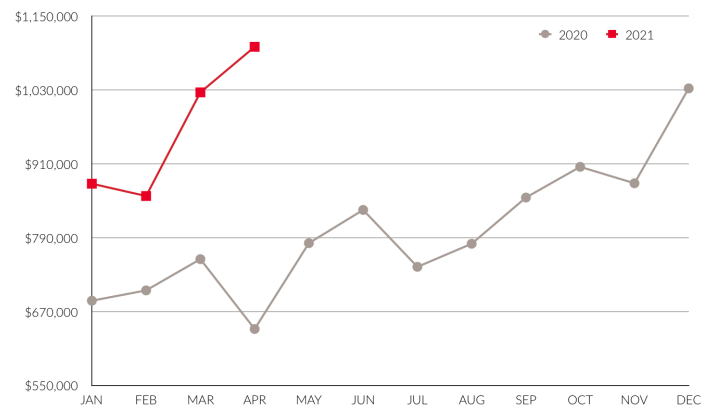


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



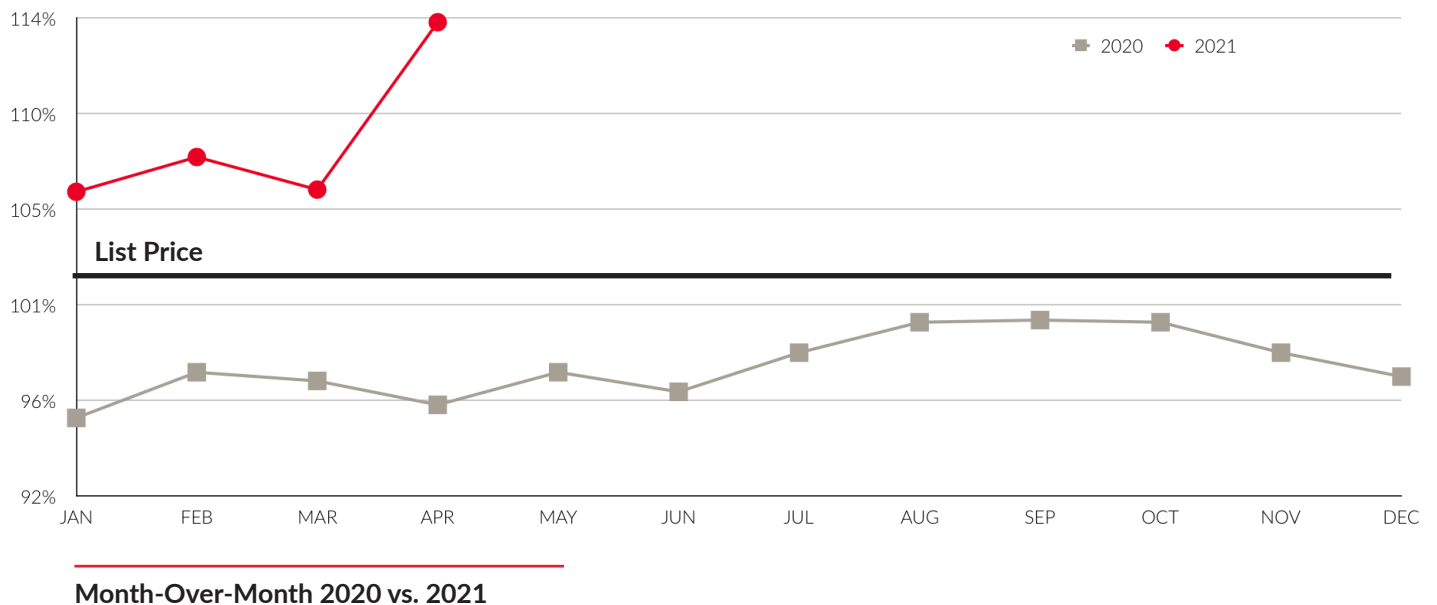
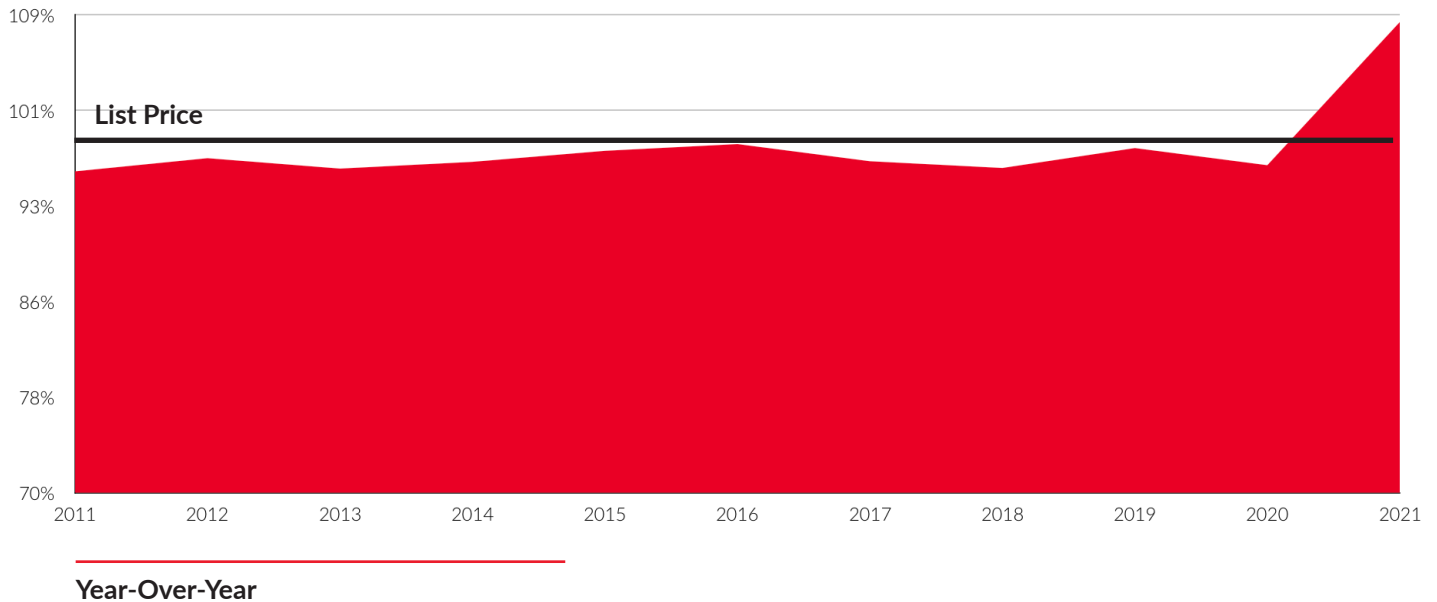
Year-Over-Year



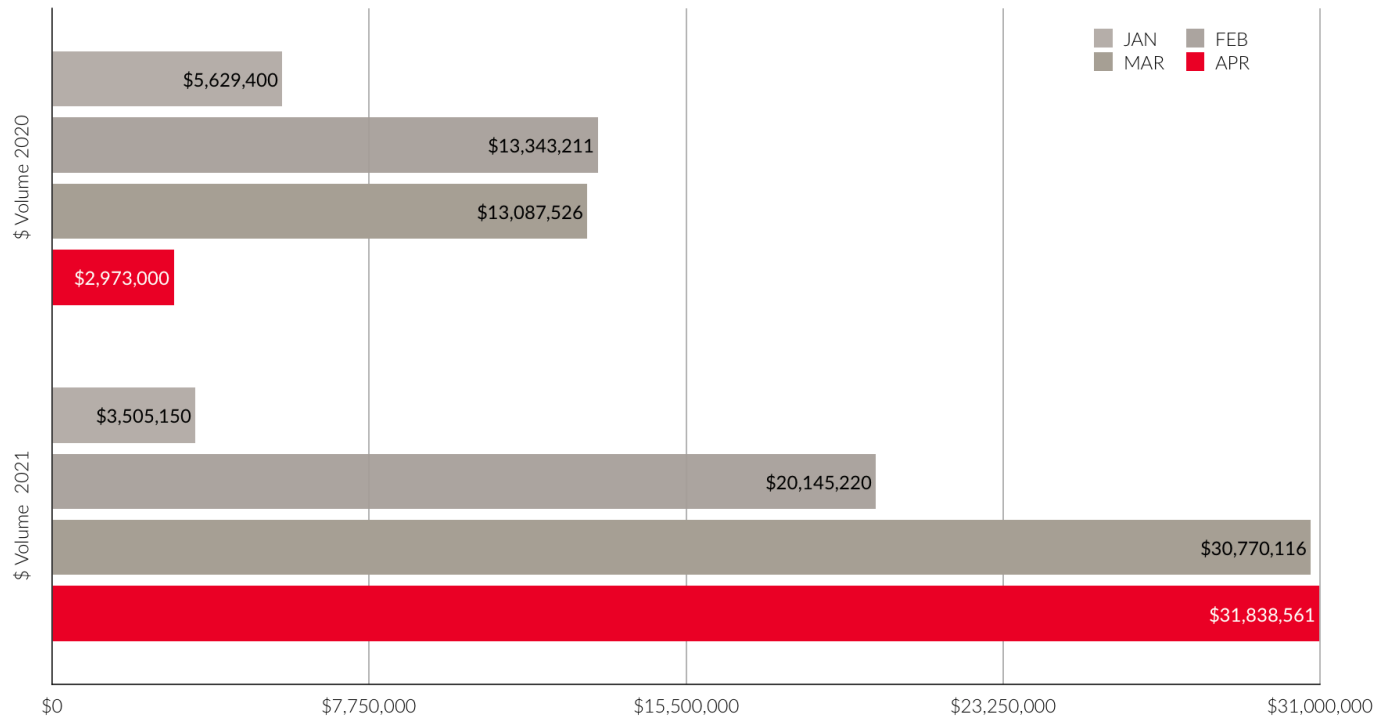
Month-Over-Month 2020 vs. 2021

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

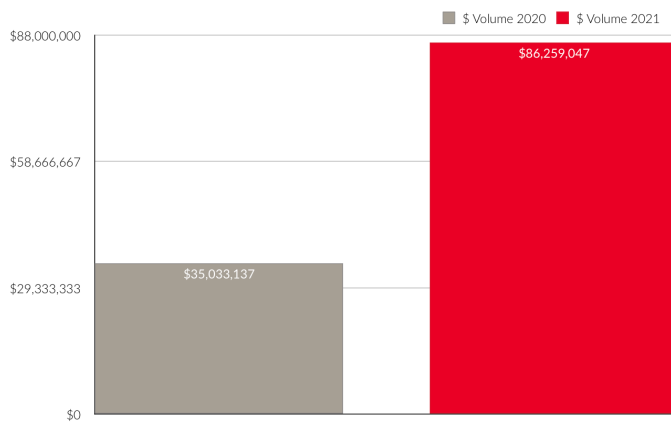
SALE PRICE VS. LIST PRICE RATIO



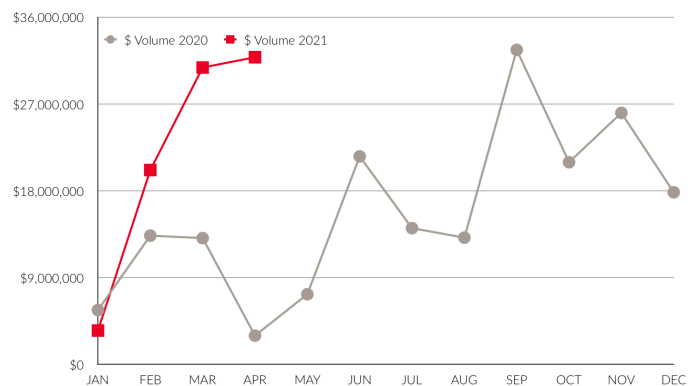
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

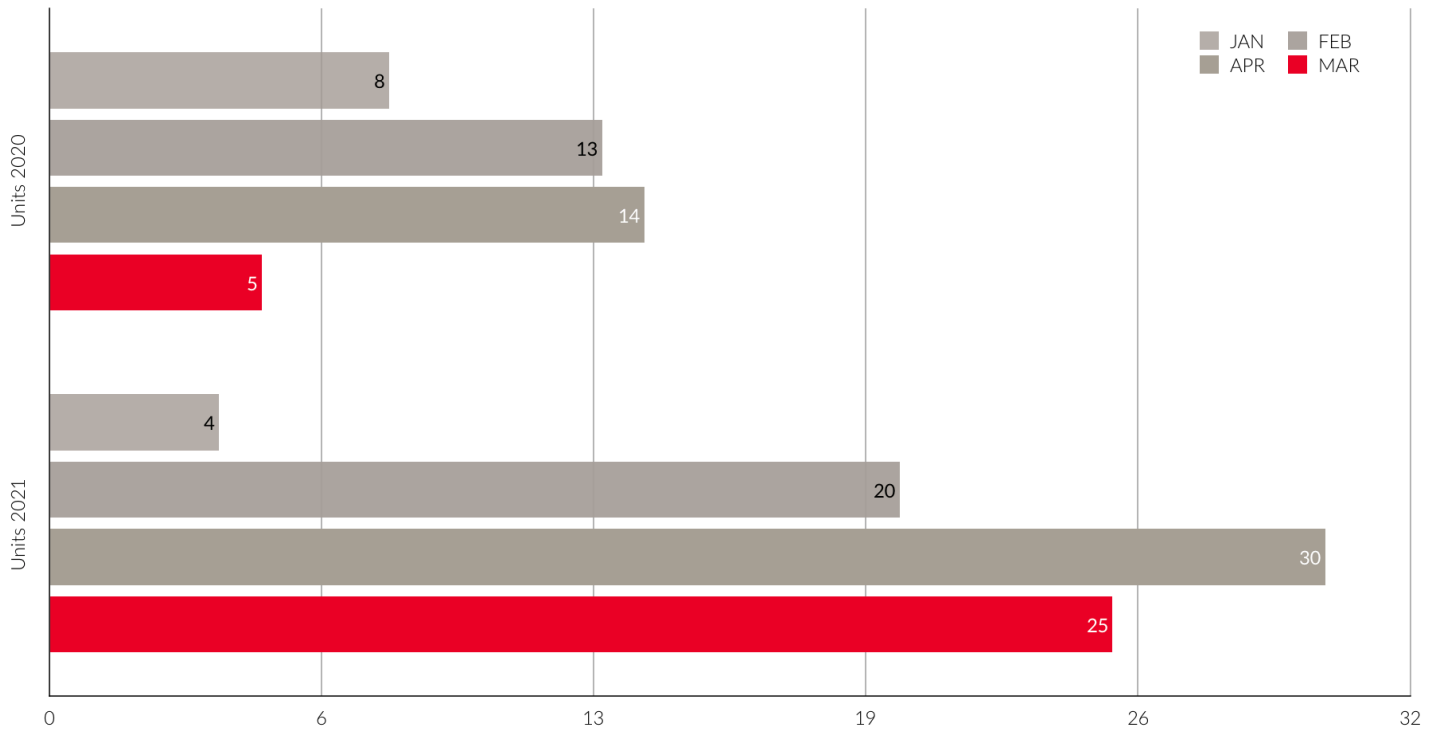


Yearly Totals 2020 vs. 2021

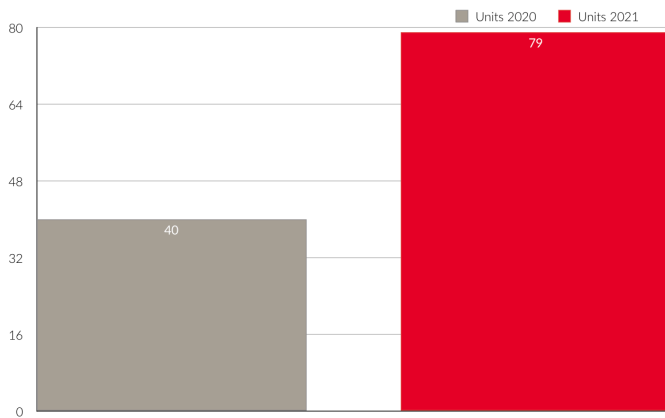


Month vs. Month 2020 vs. 2021

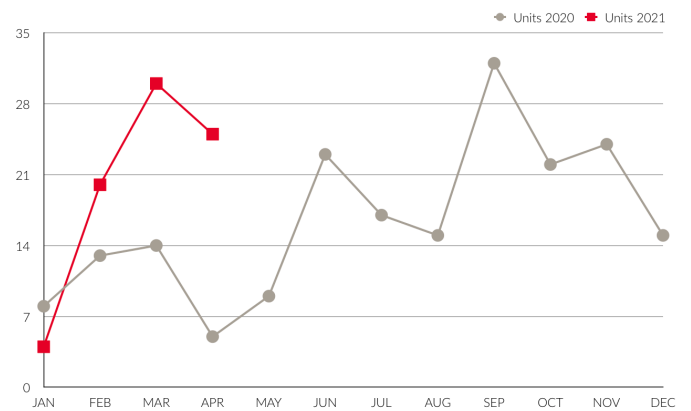
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



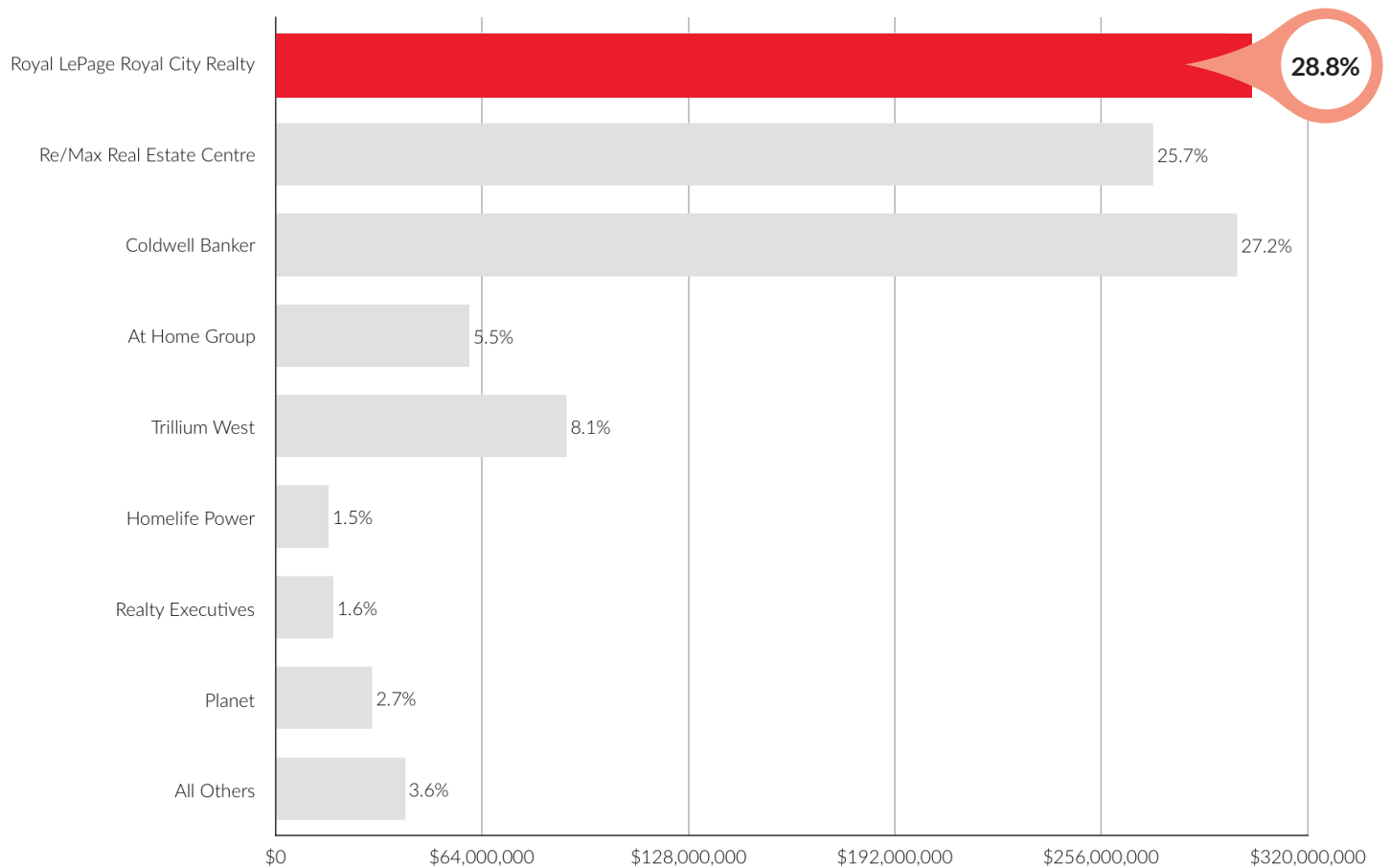
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$78,277,839 +196.2%	 \$6,126,150 +84.47%	 \$0 Down from \$2,100,000
YTD Unit Sales	 68 +134.48%	 10 +66.67%	 0 Down from 2
YTD Average Sale Price	 \$1,151,145 +26.32%	 \$612,615 +10.68%	 \$0 Down from \$1,050,000
April Sales Volume	 \$31,838,561 +1413.96%	 \$0 Down from \$420,000	 \$0 Down from \$450,000
April Unit Sales	 25 +733.33%	 0 Down from 1	 0 Down from 1

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



MARKET DOMINANCE

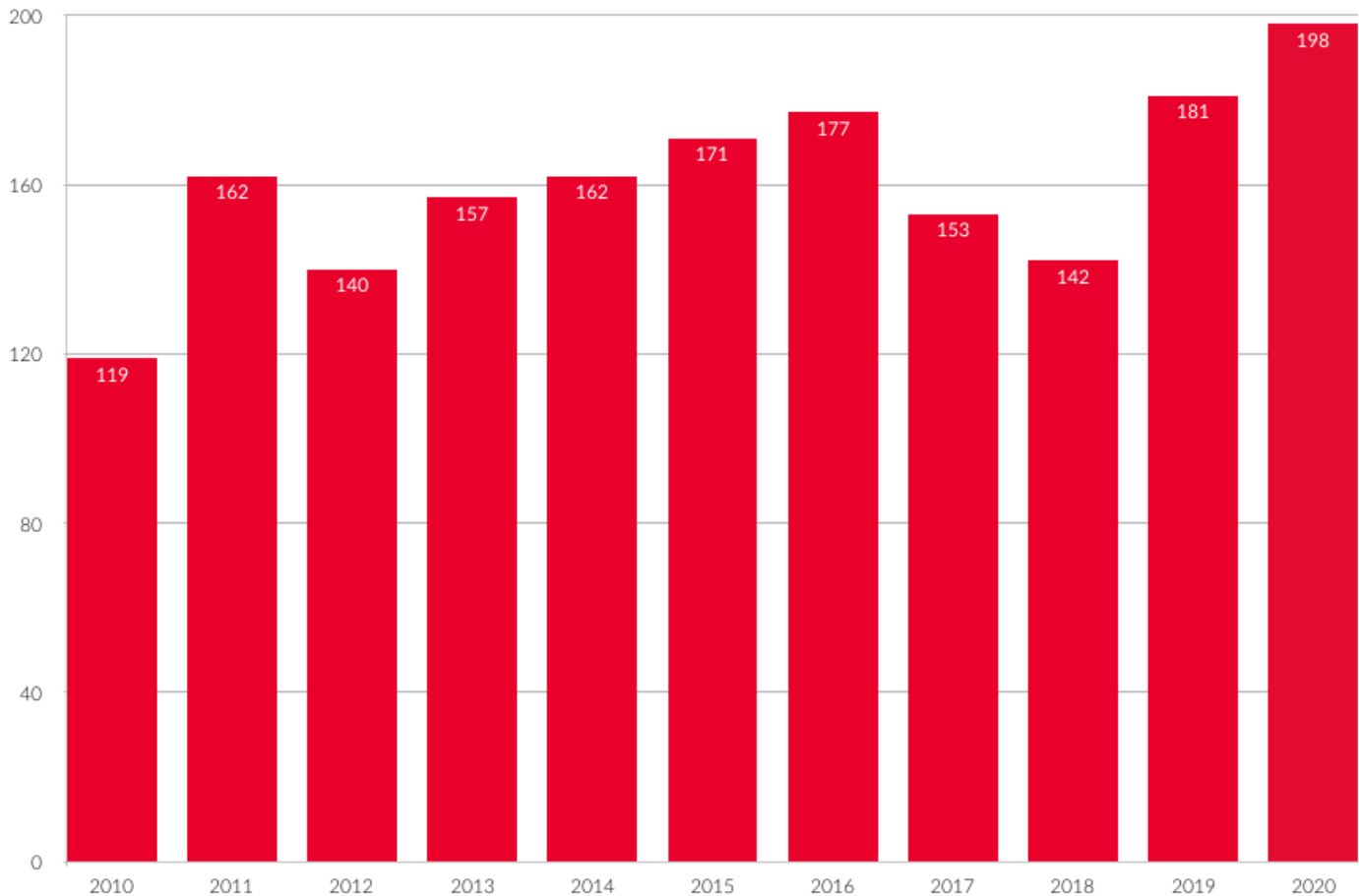


Market Share by Dollar Volume

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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