



2021 APRIL

WELLINGTON COUNTY Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The numbers for April continue to show a strong seller's market with an increase in overall sales activity. House prices in this area have increased as demand for inventory is strong and houses remain on the market for a short period of time. New listings are keeping up with the demand for houses in this area. Sales activity should remain strong through the summer months for Wellington County.



April year-over-year sales volume of \$390,672,875

Up 395.43% from 2020's \$78,854,590 with unit sales of 467 up 295.76% from last April's 118. New listings of 601 are up 156.84% from a year ago, with the sales/listing ratio of 77.7% up 10.4%.



Year-to-date sales volume of \$1,311,300,930

Up 129.67% from 2020's \$570,941,886 with unit sales of 1,637 up 77.55% from 2020's 922. New listings of 2,085 are up 46.62% from a year ago, with the sales/listing ratio of 78.51% up 13.67%.



Year-to-date average sale price of \$789,742

Up from \$623,171 one year ago with median sale price of \$721,500 up from \$559,250 one year ago. Average days-on-market of 16.5 is down 12 days from last year.

APRIL NUMBERS

Median Sale Price

\$725,000

+33.15%

Sales Volume

\$390,672,875

+395.43%

Unit Sales

467

+295.76%

New Listings

601

+156.84%

Expired Listings

23

-45.24%

Unit Sales/Listings Ratio

77.7%

+10.4%

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

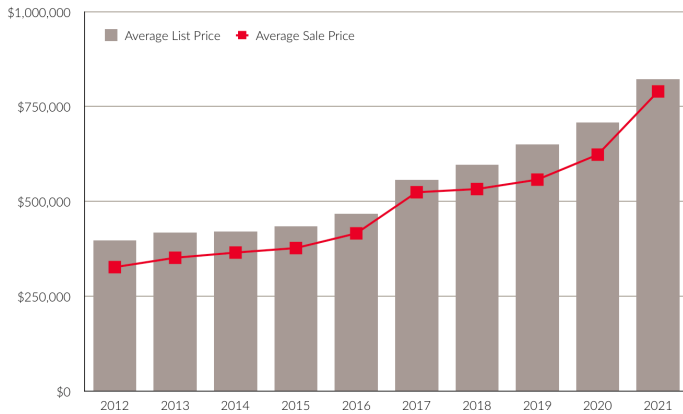


THE MARKET IN DETAIL

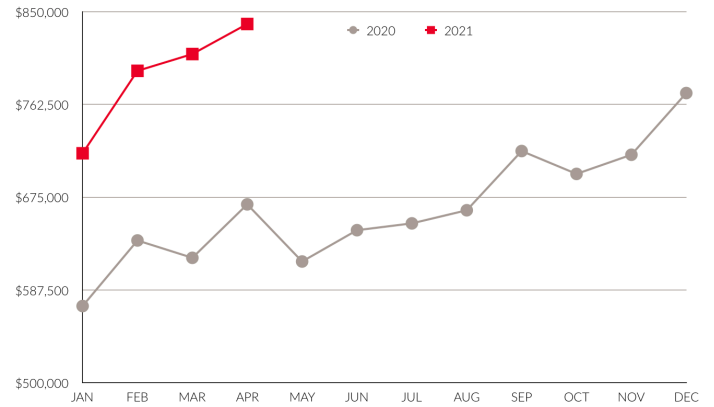
	2019	2020	2021	2020-2021
YTD Volume Sales	\$577,041,354	\$570,941,886	\$1,311,300,930	+129.67%
YTD Unit Sales	1,034	922	1,637	+77.55%
YTD New Listings	1,775	1,422	2,085	+46.62%
YTD Sales/Listings Ratio	58.25%	64.84%	78.51%	+13.67%
YTD Expired Listings	166	150	74	-50.67%
April Volume Sales	\$196,794,109	\$78,854,590	\$390,672,875	+395.43%
April Unit Sales	357	118	467	+295.76%
April New Listings	575	234	601	+156.84%
April Sales/Listings Ratio	61.61%	67.3%	77.7%	+10.4%
April Expired Listings	43	42	23	-45.24%
YTD Sales: Under \$0-\$199K	21	13	24	+84.62%
YTD Sales: Under \$200K-\$349K	130	68	24	-64.71%
YTD Sales: Under \$350K-\$549K	466	387	289	-25.32%
YTD Sales: Under \$550K-\$749K	274	318	581	+82.7%
YTD Sales: Under \$750K-\$999K	86	114	446	+291.23%
YTD Sales: \$1M+	57	65	271	+316.92%
YTD Average Days-On-Market	34	28.5	16.5	-42.11%
YTD Average Sale Price	\$557,276	\$623,171	\$789,742	+26.73%
YTD Median Sale Price	\$502,725	\$559,250	\$721,500	+29.01%

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

AVERAGE SALE PRICE

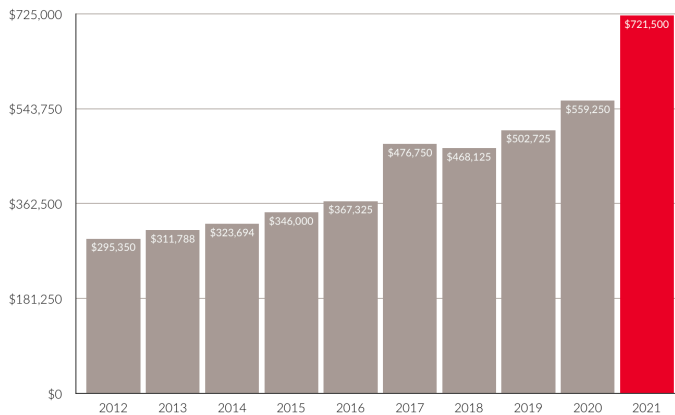


Year-Over-Year

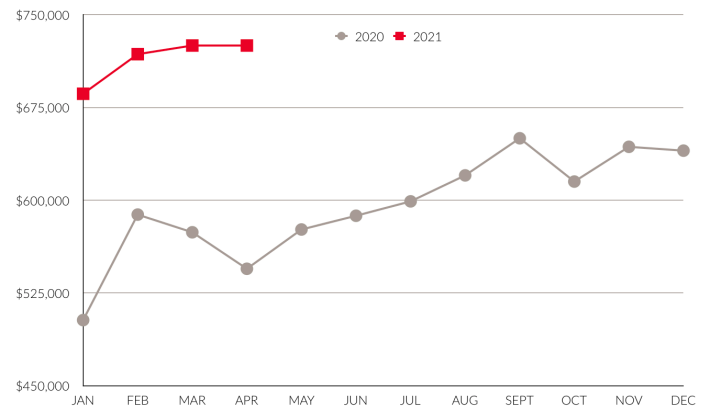


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



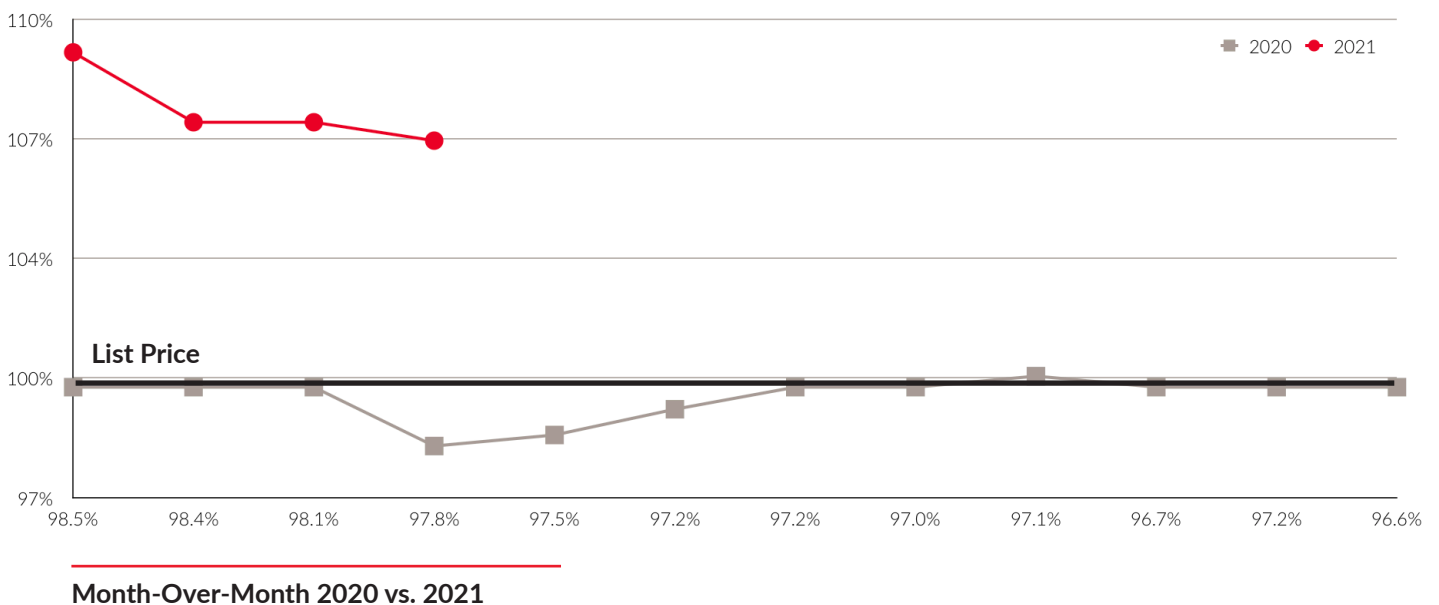
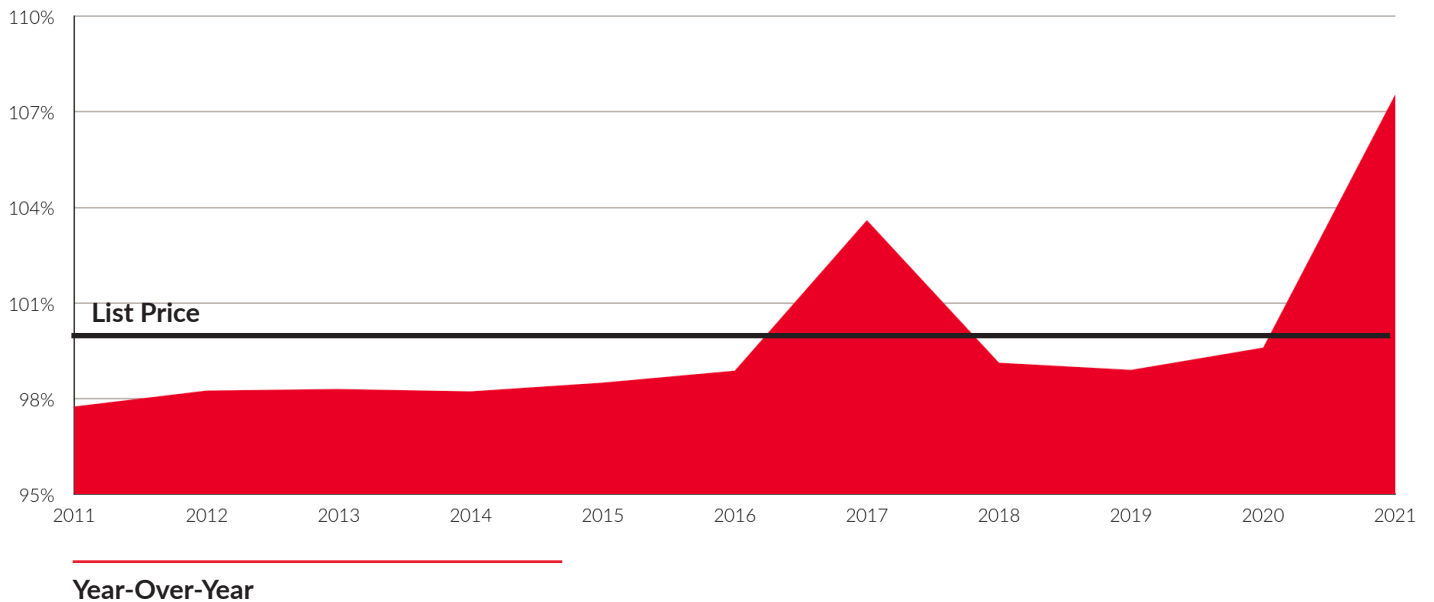
Year-Over-Year



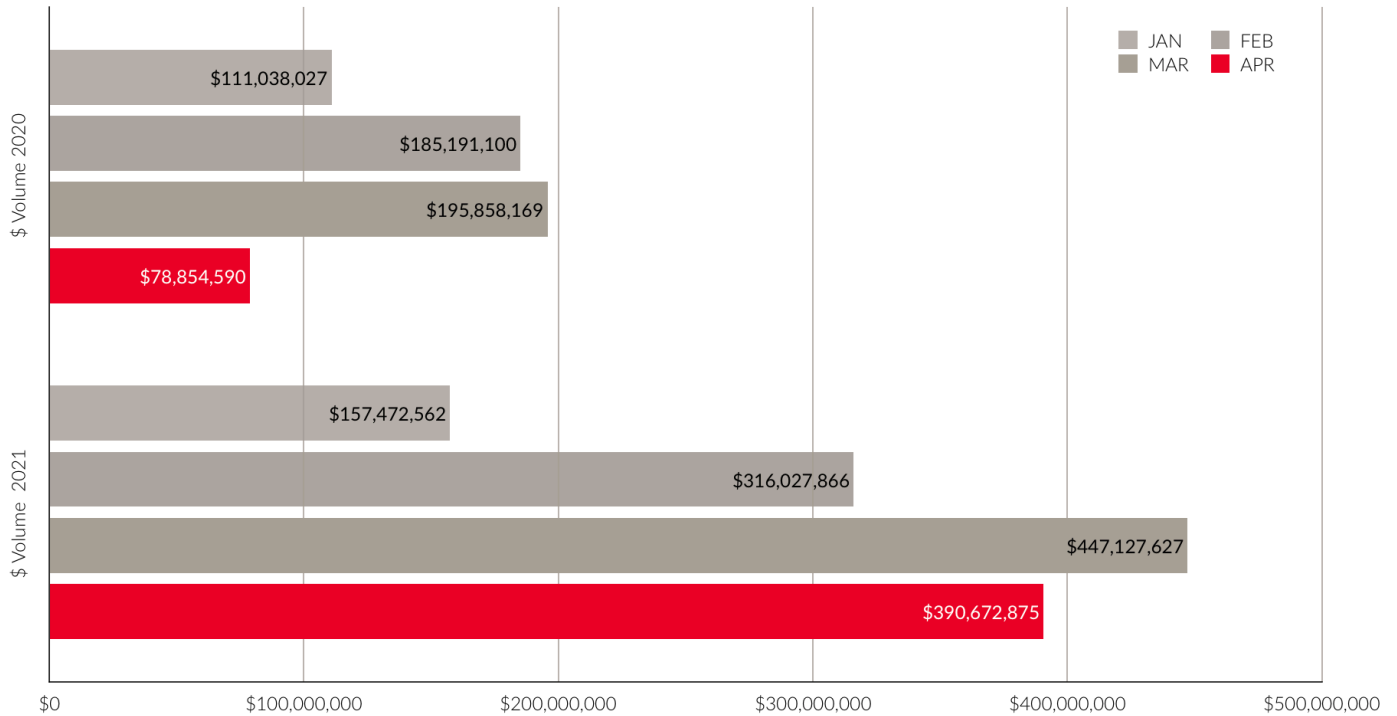
Month-Over-Month 2020 vs. 2021

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

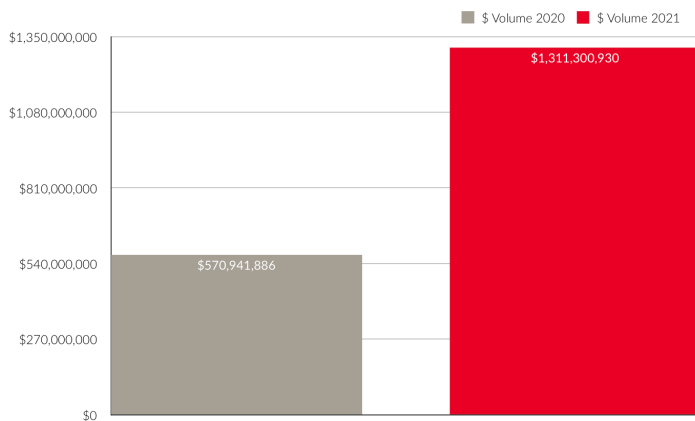
SALE PRICE VS. LIST PRICE RATIO



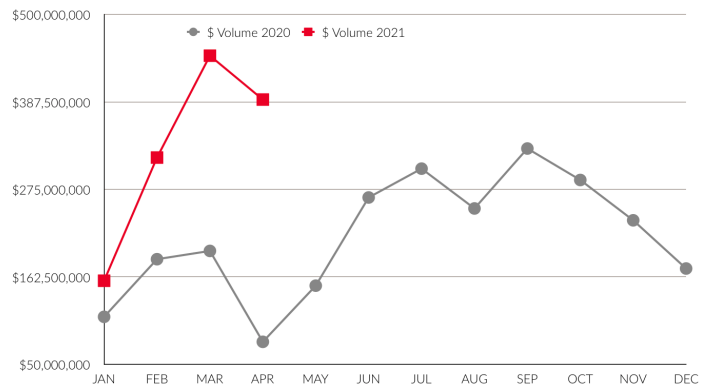
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

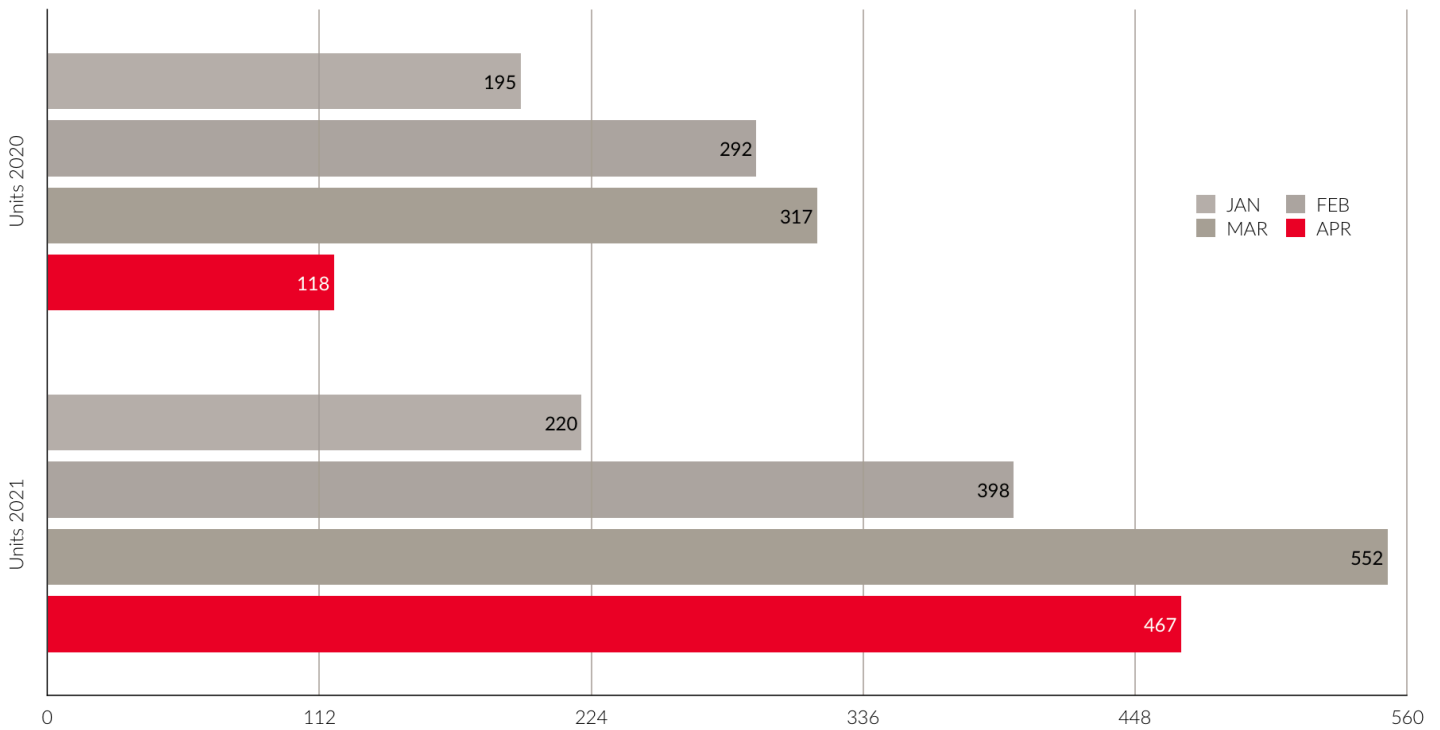


Yearly Totals 2020 vs. 2021

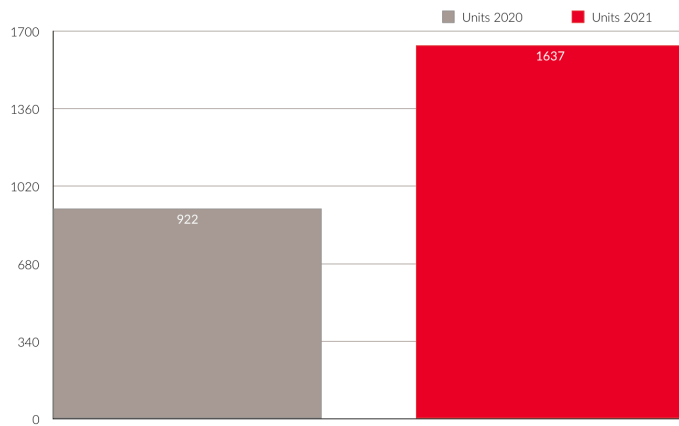


Month vs. Month 2020 vs. 2021

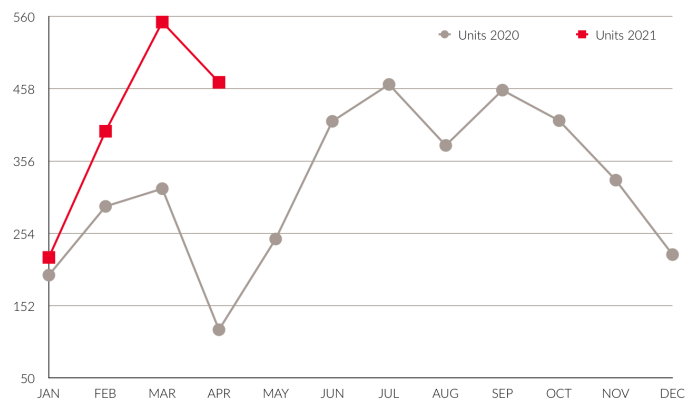
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



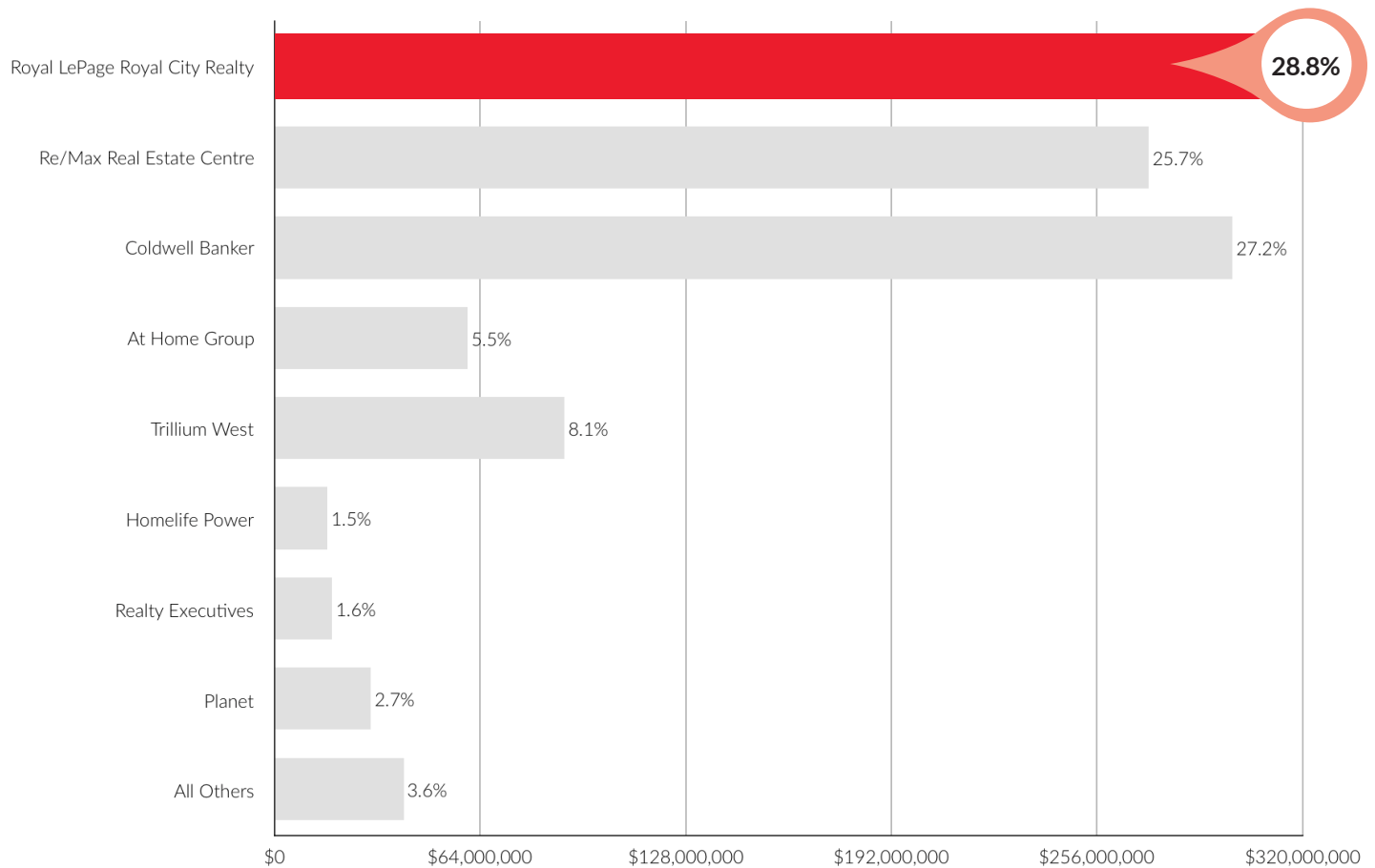
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$950,909,219 +126.29%	 \$235,861,670 +118.45%	 \$22,028,700 +243.85%
YTD Unit Sales	 1,095 +73.26%	 421 +69.76%	 29 +141.67%
YTD Average Sale Price	 \$868,410 +30.61%	 \$560,241 +28.68%	 \$759,610.34 +42.28%
April Sales Volume	 \$288,221,516 +396.82%	 \$59,634,303 +548.22%	 \$4,069,000 +232.16%
April Unit Sales	 319 +270.93%	 108 +350%	 5 +150%

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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