



2021  
**MAY**

**GUELPH/ERAMOSA**  
Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

The month of May in Guelph/Eramosa showed increasingly high sales volumes, brought on by increased listing activity and homes remaining on the market for short timeframes. This strong demand is driving up sales prices and unit sales, making this a great time for Sellers.



**May year-over-year sales volume of \$18,512,999**

Up 154.61% from 2020's \$7,270,999 with unit sales of 16 up 77.78% from last May's 9. New listings of 27 are up 68.75% from a year ago, with the sales/listing ratio of 59.26% up 3.01%.



**Year-to-date sales volume of \$104,772,046**

Up 147.66% from 2020's \$42,304,136 with unit sales of 95 up 93.88% from last May's 49. New listings of 134 are up 54.02% from a year ago, with the sales/listing ratio of 70.9% up 14.57%.



**Year-to-date average sale price of \$1,067,965**

Up from \$813,478 one year ago with median sale price of \$1,026,000 up from \$704,250 one year ago. Average days-on-market of 11.4 is down 39.6 days from last year.

## MAY NUMBERS

Median Sale Price

**\$1,077,500**

+37.96%

Sales Volume

**\$18,512,999**

+154.61%

Unit Sales

**16**

+77.78%

New Listings

**27**

+68.75%

Expired Listings

**2**

-33.33%

Unit Sales/Listings Ratio

**59.26%**

+3.01%

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



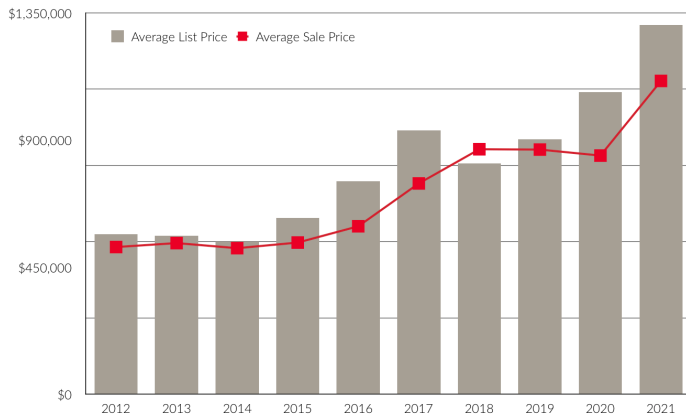


# THE MARKET IN DETAIL

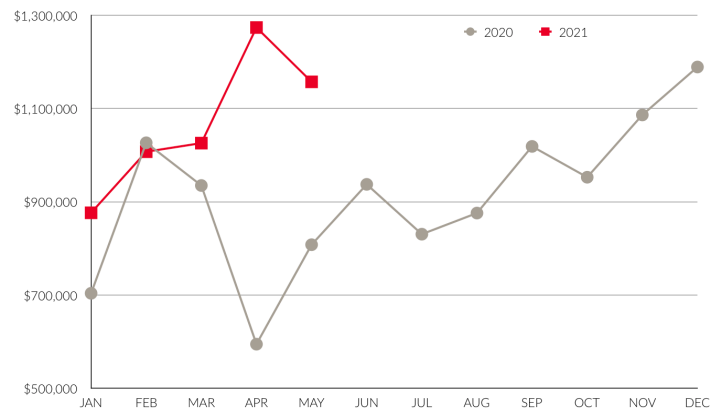
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$55,311,800	\$42,304,136	\$104,772,046	+147.66%
<b>YTD Unit Sales</b>	69	49	95	+93.88%
<b>YTD New Listings</b>	150	87	134	+54.02%
<b>YTD Sales/Listings Ratio</b>	46%	56.32%	70.9%	+14.57%
<b>YTD Expired Listings</b>	23	16	4	-75%
<b>May Volume Sales</b>	\$15,064,000	\$7,270,999	\$18,512,999	+154.61%
<b>May Unit Sales</b>	22	9	16	+77.78%
<b>May New Listings</b>	46	16	27	+68.75%
<b>May Sales/Listings Ratio</b>	47.83%	56.25%	59.26%	+3.01%
<b>May Expired Listings</b>	6	3	2	-33.33%
<b>YTD Sales: Under \$0-\$199K</b>	0	0	0	No change
<b>YTD Sales: Under \$200K-\$349K</b>	1	0	0	No change
<b>YTD Sales: Under \$350K-\$549K</b>	5	8	3	-62.5%
<b>YTD Sales: Under \$550K-\$749K</b>	20	12	8	-33.33%
<b>YTD Sales: Under \$750K-\$999K</b>	10	11	22	+100%
<b>YTD Sales: \$1M+</b>	11	9	46	+411.11%
<b>YTD Average Days-On-Market</b>	45	51	11.4	-77.65%
<b>YTD Average Sale Price</b>	\$833,925	\$813,478	\$1,067,965	+31.28%
<b>YTD Median Sale Price</b>	\$740,000	\$704,250	\$1,026,000	+45.69%

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

# AVERAGE SALE PRICE

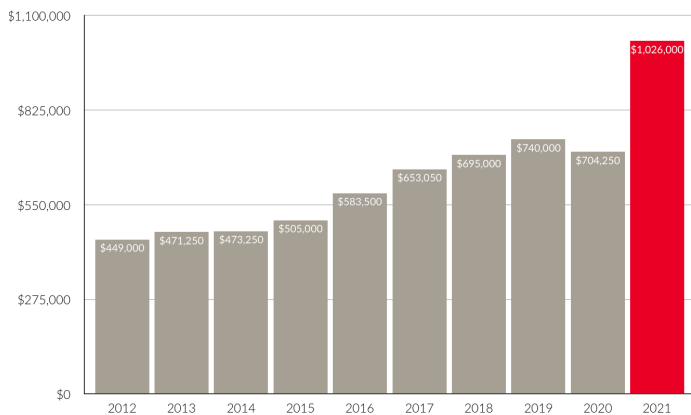


Year-Over-Year

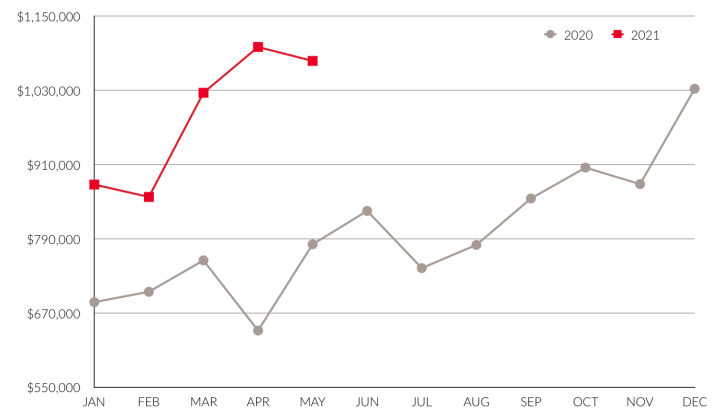


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



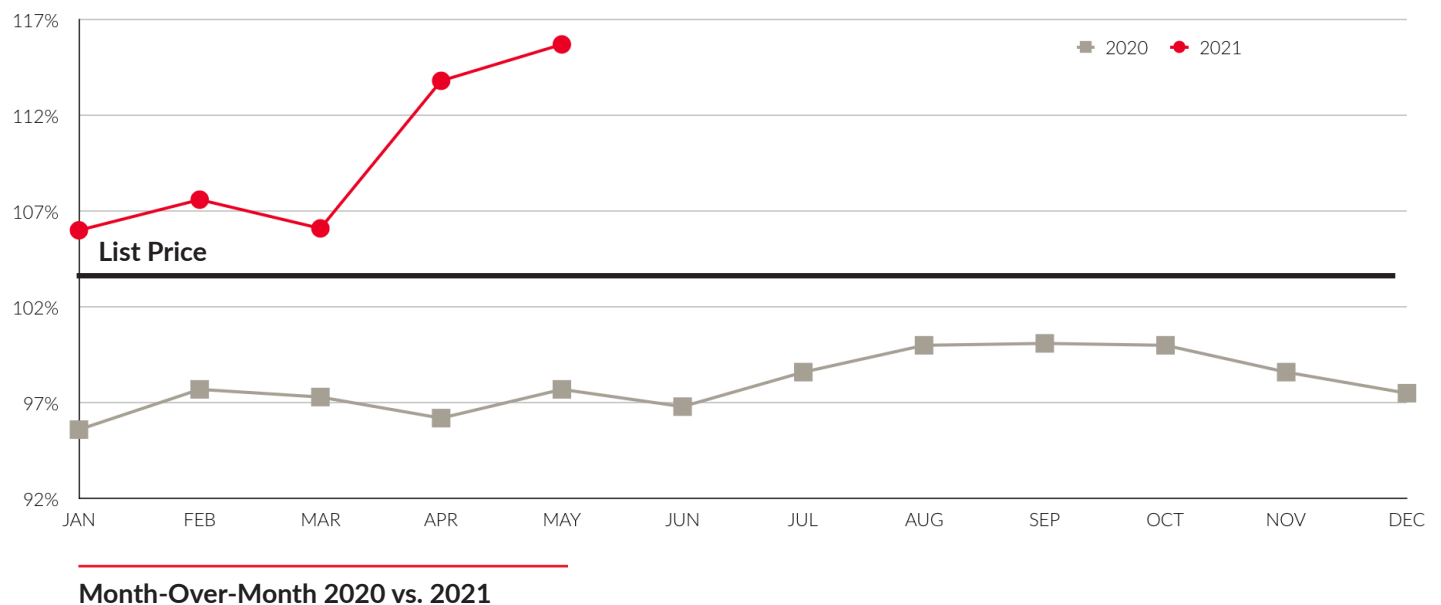
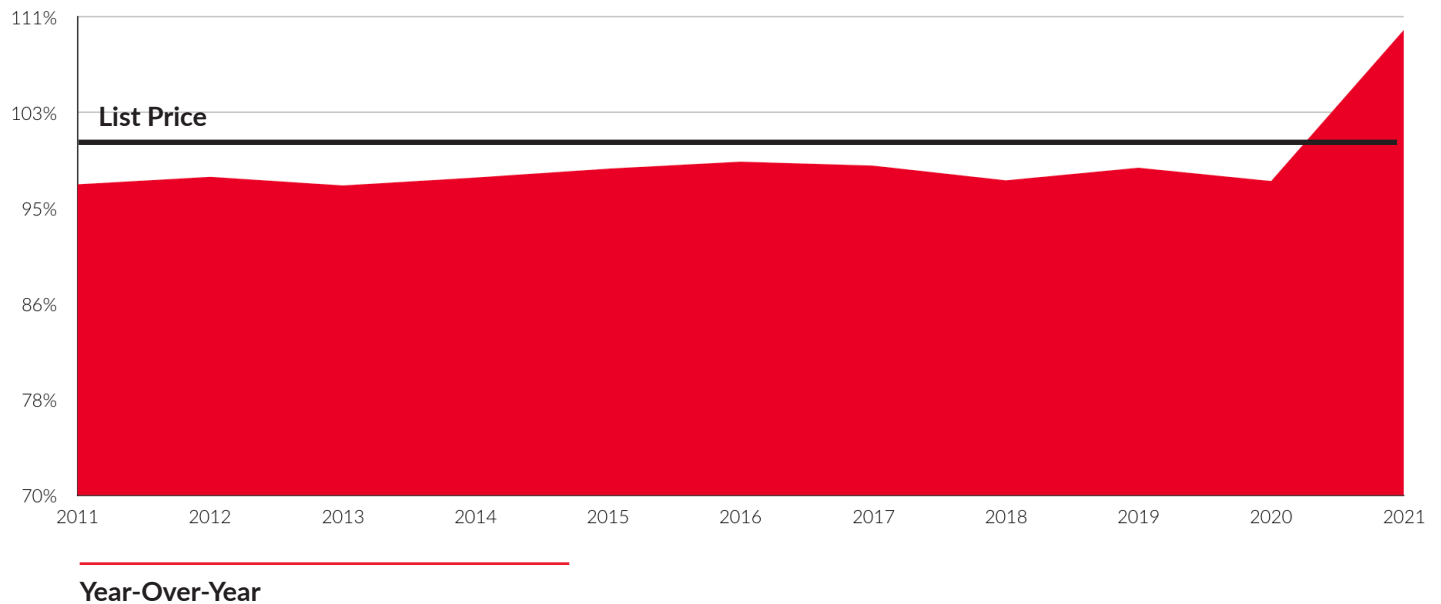
Year-Over-Year



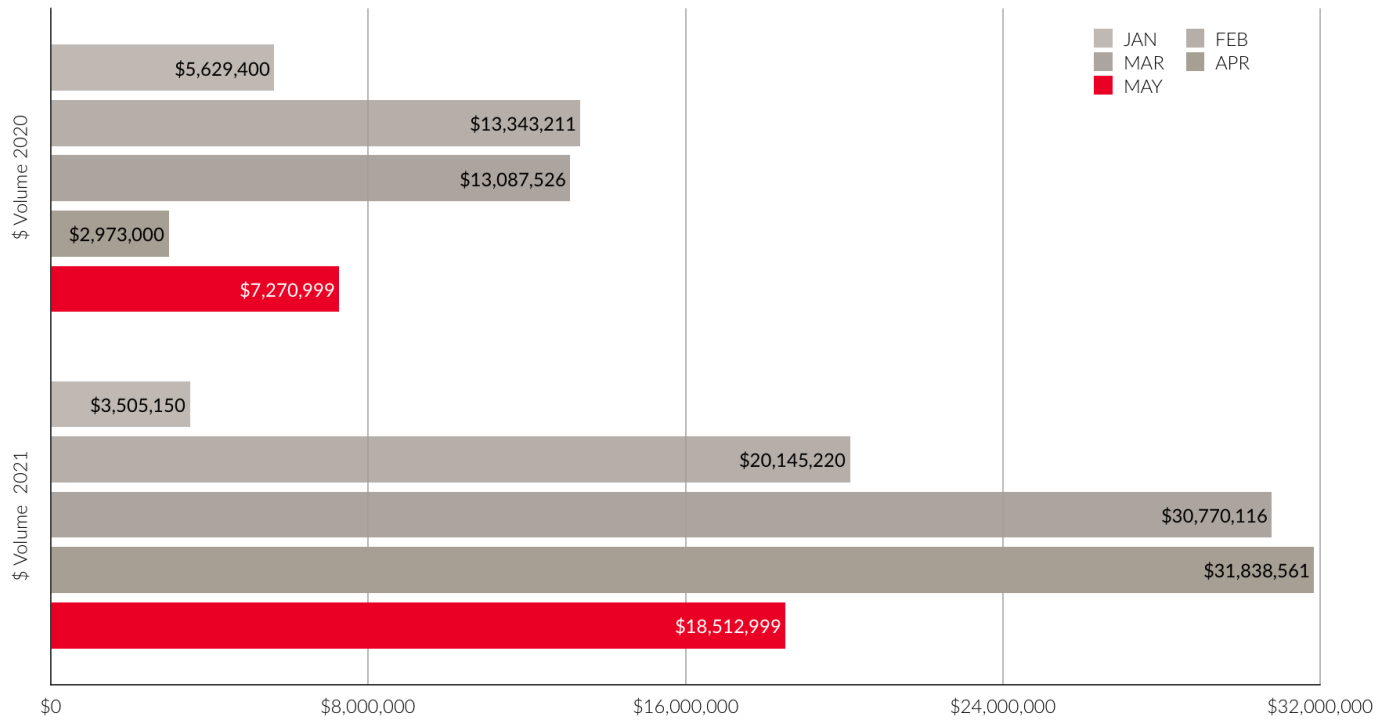
Month-Over-Month 2020 vs. 2021

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

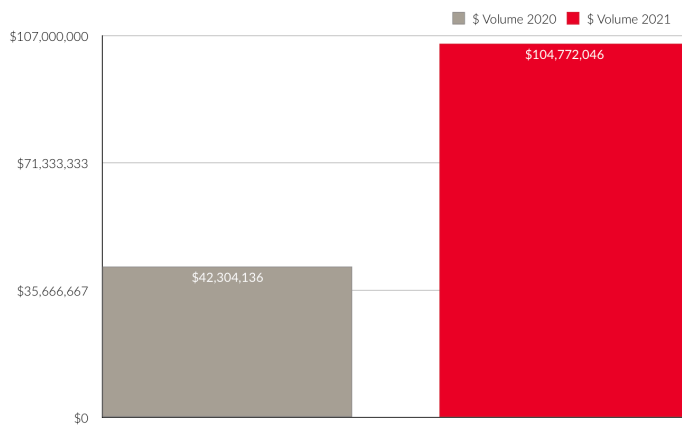
# SALE PRICE VS. LIST PRICE RATIO



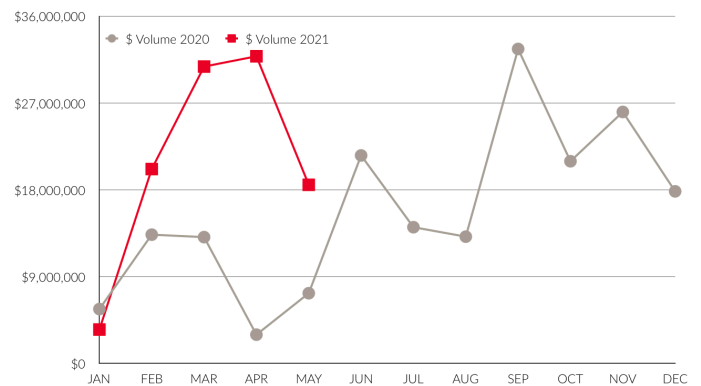
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

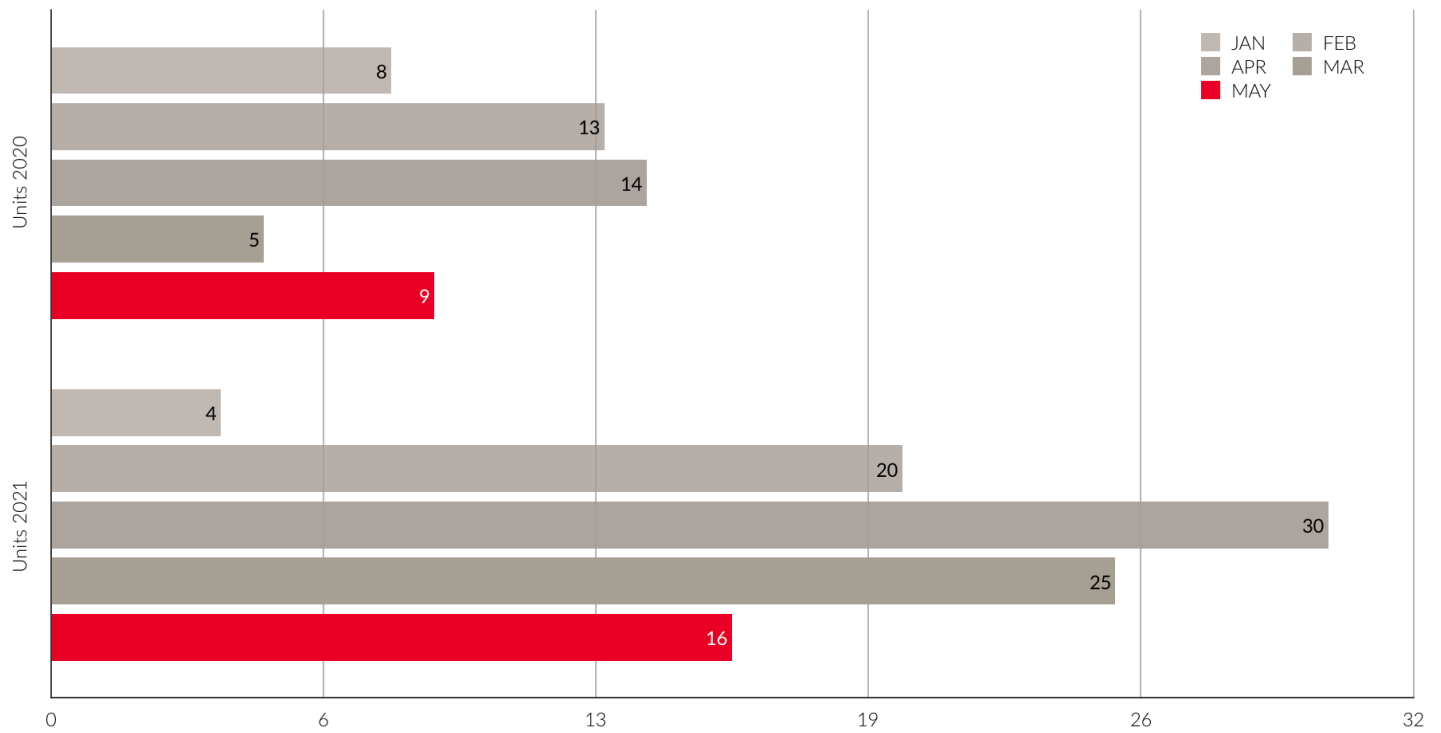


Yearly Totals 2020 vs. 2021

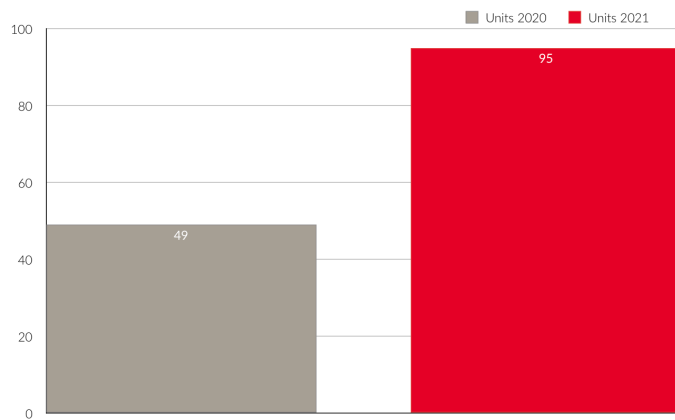


Month vs. Month 2020 vs. 2021

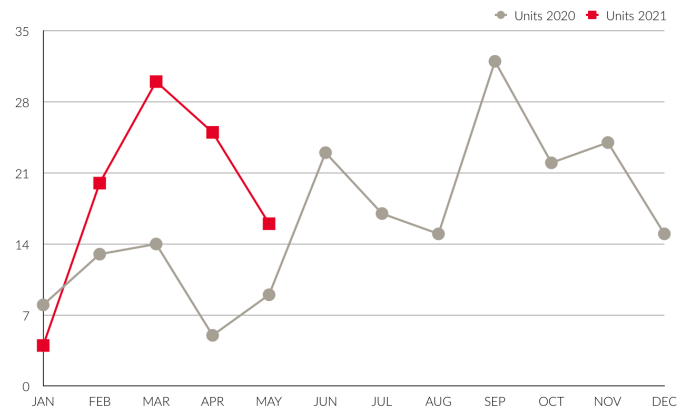
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

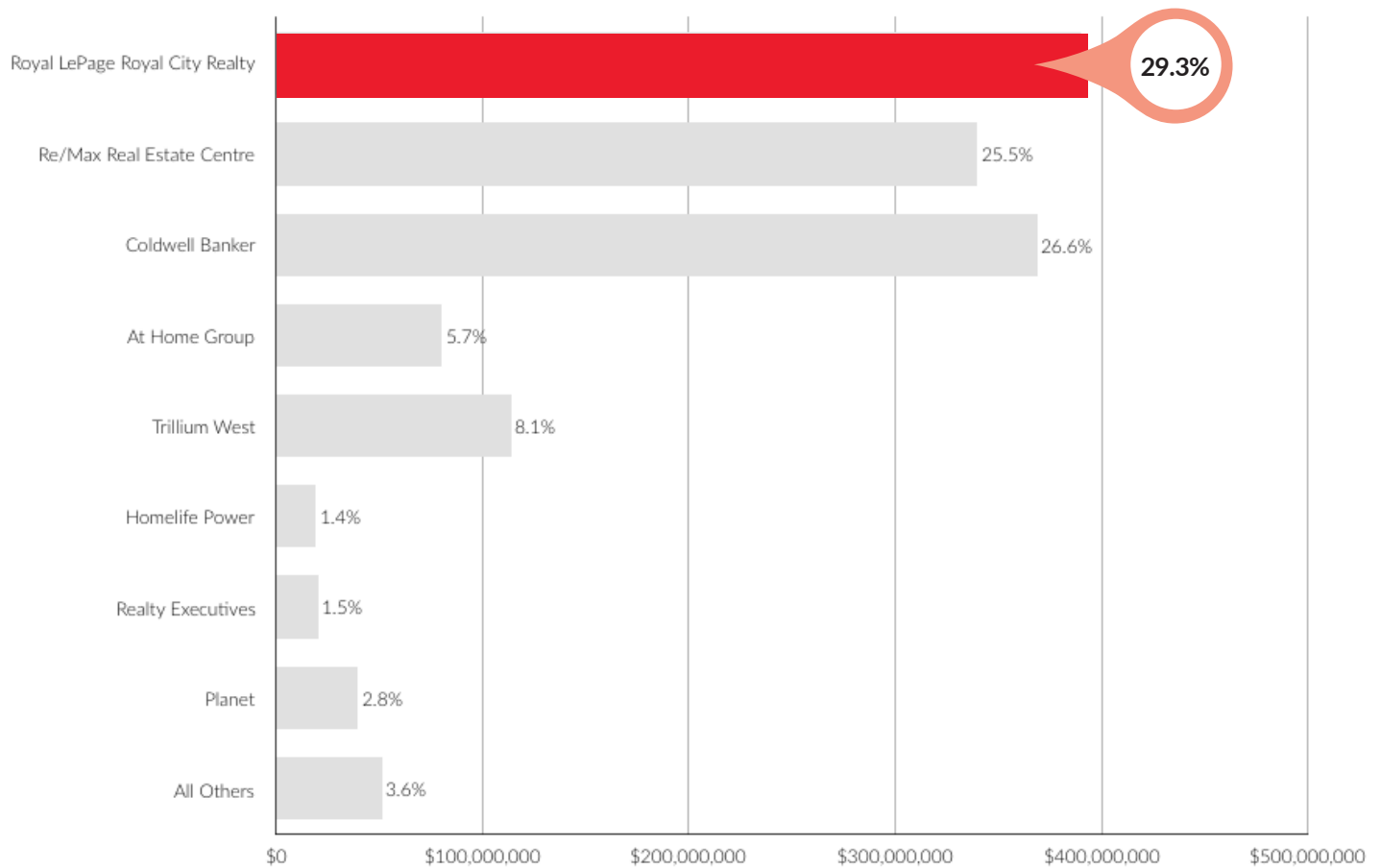
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$96,270,838</b> +199%	 <b>\$6,646,150</b> +37.86%	 <b>\$0</b> Down from \$2,100,000
YTD Unit Sales	 <b>83</b> +130.56%	 <b>11</b> +37.5%	 <b>0</b> Down from 2
YTD Average Sale Price	 <b>\$1,159,890</b> +29.68%	 <b>\$604,195</b> +0.26%	 <b>\$0</b> Down from \$1,050,000
May Sales Volume	 <b>\$17,992,999</b> +211.78%	 <b>\$520,000</b> -65.33%	 <b>\$0</b> No change
May Unit Sales	 <b>15</b> +114.29%	 <b>1</b> -50%	 <b>0</b> No change

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





# MARKET DOMINANCE

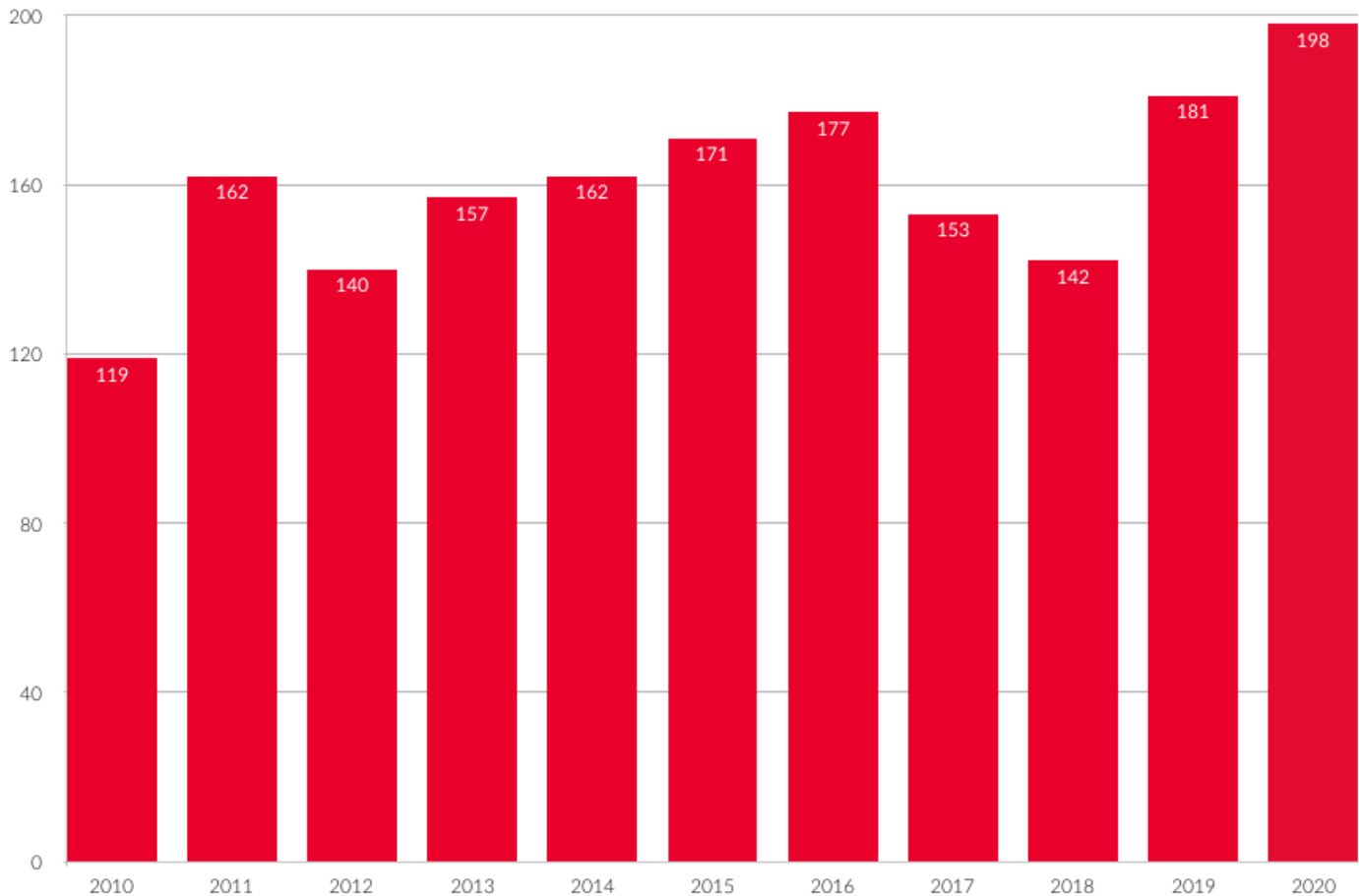


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
May 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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