



2021 JUNE

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Demand for real estate in the City of Guelph remains quite high as we head into Q3. Supply continues to increase, as consistent demand persists almost doubling the year-to-date sales volume in 2020. With listings staying on the market for shorter periods of time, tight inventory, and significant buyer activity there is no sign of sales slowing down anytime soon.



June year-over-year sales volume of \$215,464,595

Up 39.23% from 2020's \$154,757,821 with unit sales of 289 up 12.89% from last June's 256. New listings of 343 are up 2.08% from a year ago, with the sales/listing ratio of 84.26% up 8.07%.



Year-to-date sales volume of \$1,255,493,565

Up 97.14% from 2020's \$636,848,490 with unit sales of 1,646 up 52.69% from 2020's 1,078. New listings of 2,076 are up 37.21% from a year ago, with the sales/listing ratio of 79.29% up 8.04%.



Year-to-date average sale price of \$757,711

Up from \$589,882 one year ago with median sale price of \$705,950 up from \$570,225 one year ago. Average days-on-market of 11.17 is down 9.33 days from last year.

JUNE NUMBERS

Median Sale Price

\$699,950

+20.68%

Sales Volume

\$215,464,595

+39.23%

Unit Sales

289

+12.89%

New Listings

343

+2.08%

Expired Listings

12

-45.45%

Unit Sales/Listings Ratio

84.26%

+8.07%

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

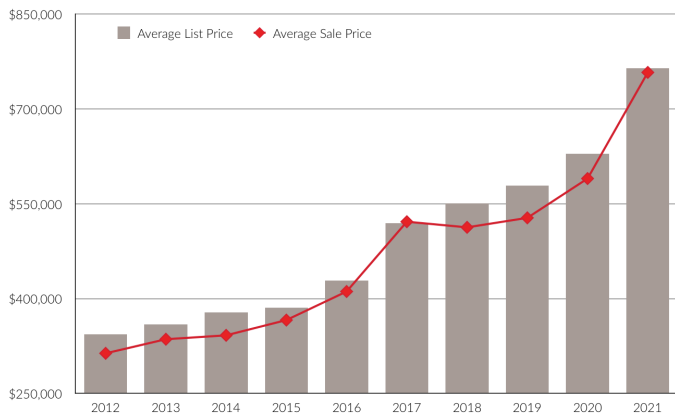


THE MARKET IN DETAIL

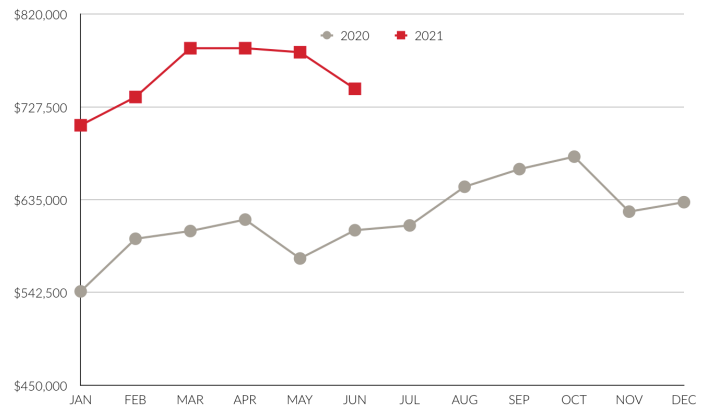
	2019	2020	2021	2020-2021
YTD Volume Sales	\$634,709,378	\$636,848,490	\$1,255,493,565	+97.14%
YTD Unit Sales	1,193	1,078	1,646	+52.69%
YTD New Listings	1,856	1,513	2,076	+37.21%
YTD Sales/Listings Ratio	64.28%	71.25%	79.29%	+8.04%
YTD Expired Listings	128	95	54	-43.16%
June Volume Sales	\$119,989,014	\$154,757,821	\$215,464,595	+39.23%
June Unit Sales	218	256	289	+12.89%
June New Listings	336	336	343	+2.08%
June Sales/Listings Ratio	64.88%	76.19%	84.26%	+8.07%
June Expired Listings	20	22	12	-45.45%
YTD Sales: Under \$0-\$199K	4	3	3	No Change
YTD Sales: Under \$200K-\$349K	148	50	13	-74%
YTD Sales: Under \$350K-\$549K	576	445	297	-33.26%
YTD Sales: Under \$550K-\$749K	344	424	649	+53.07%
YTD Sales: Under \$750K-\$999K	103	128	495	+286.72%
YTD Sales: \$1M+	18	28	192	+585.7%
YTD Average Days-On-Market	25.17	20.5	11.17	-45.53%
YTD Average Sale Price	\$527,728	\$589,882	\$757,711	+28.45%
YTD Median Sale Price	\$502,375	\$570,225	\$705,950	+23.8%

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

AVERAGE SALE PRICE

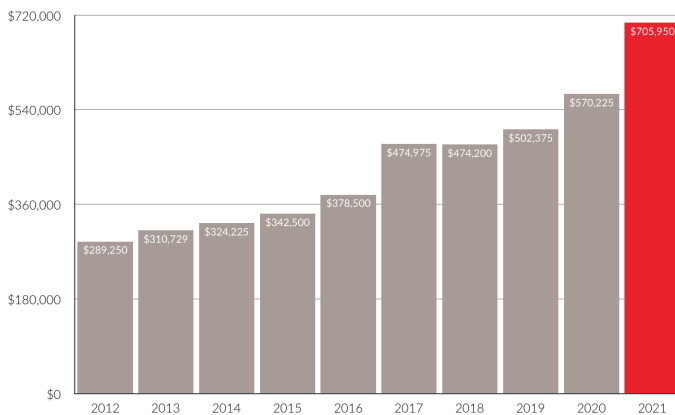


Year-Over-Year

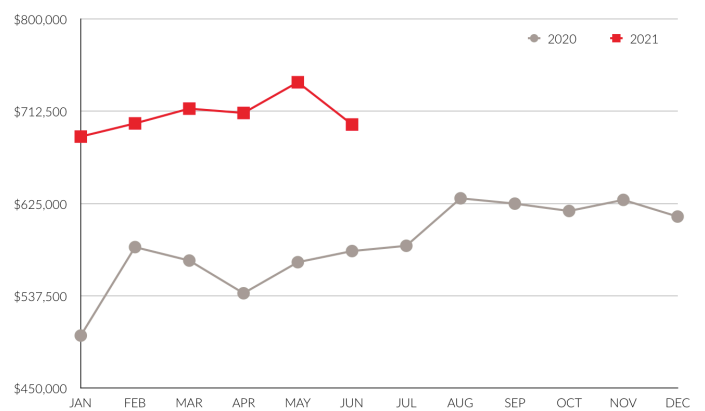


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



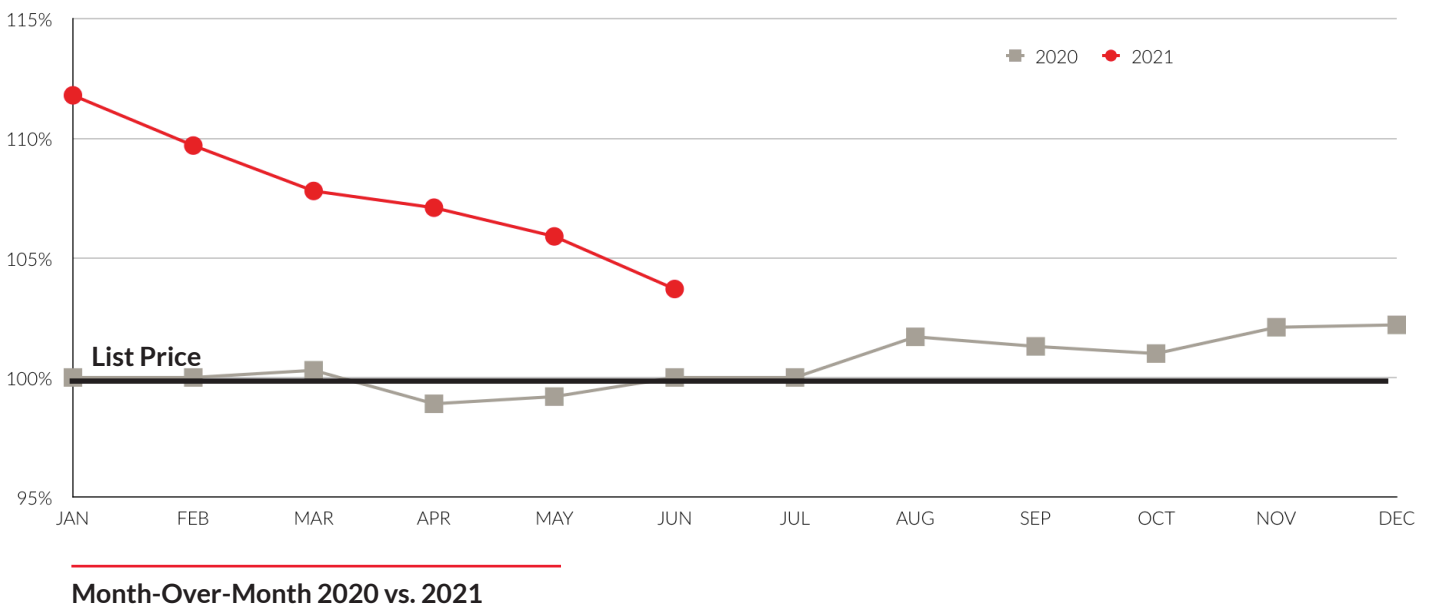
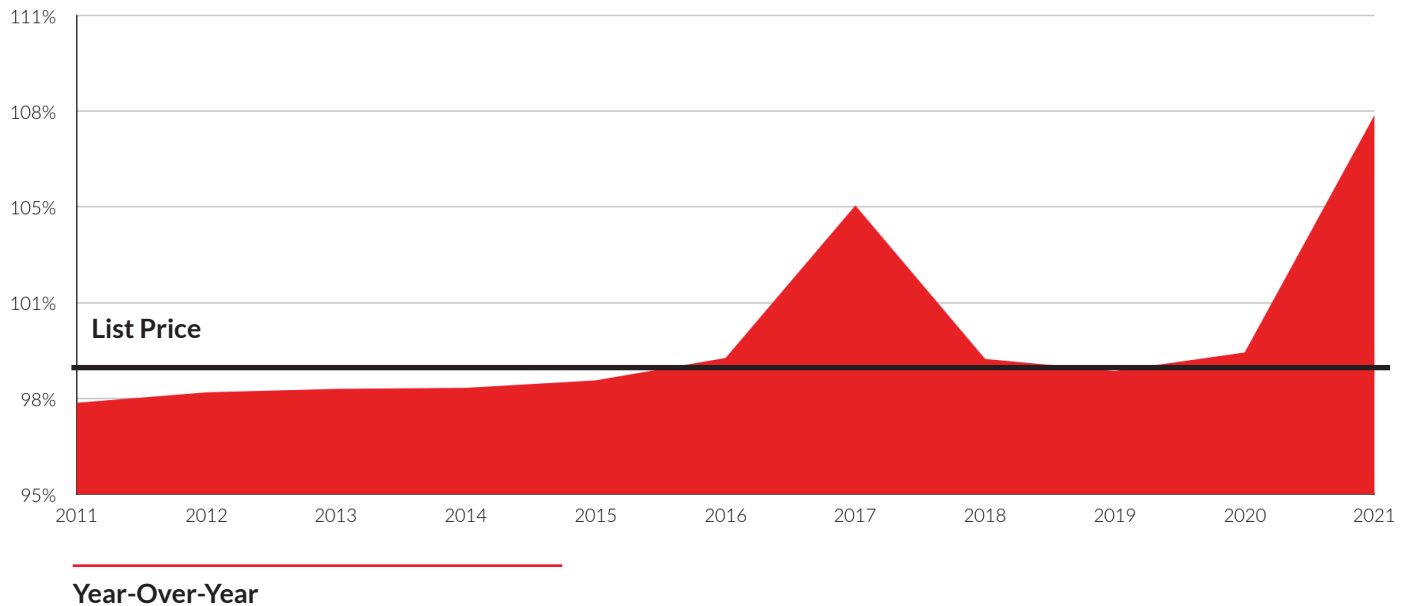
Year-Over-Year



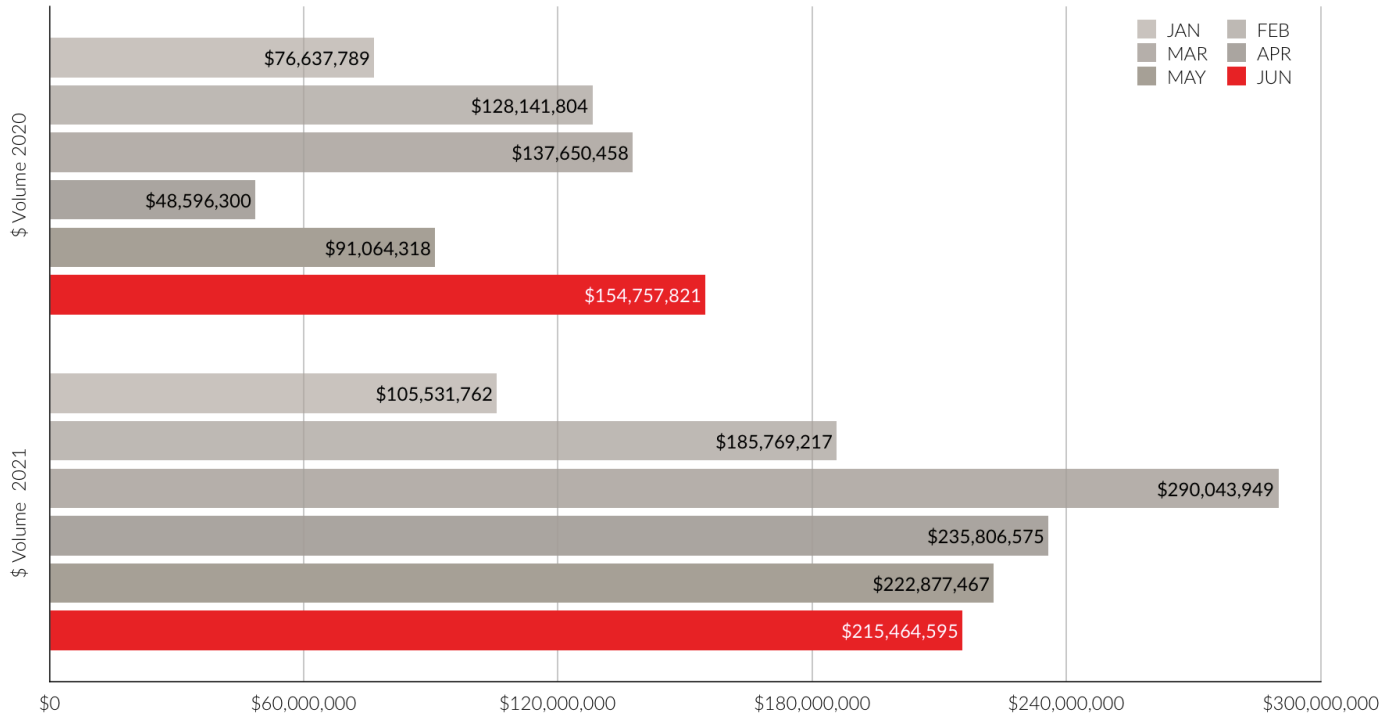
Month-Over-Month 2020 vs. 2021

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

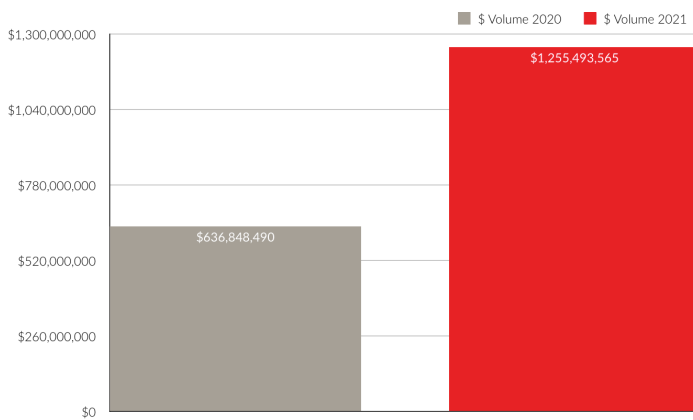
SALE PRICE VS. LIST PRICE RATIO



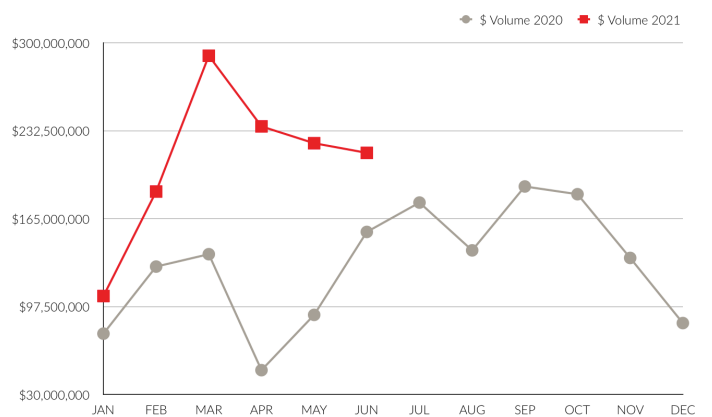
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

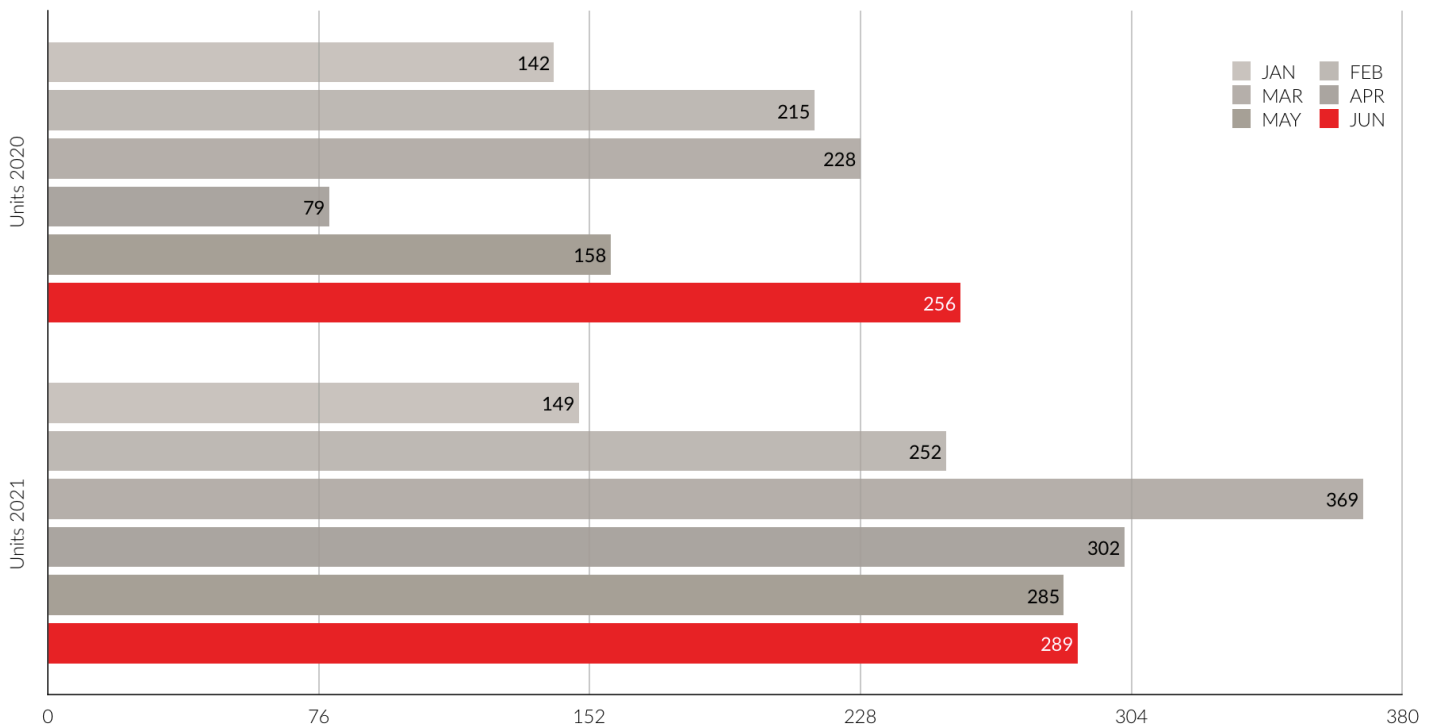


Yearly Totals 2020 vs. 2021

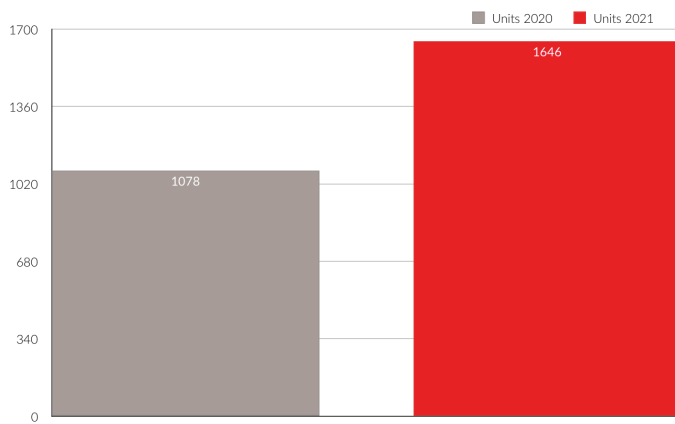


Month vs. Month 2020 vs. 2021

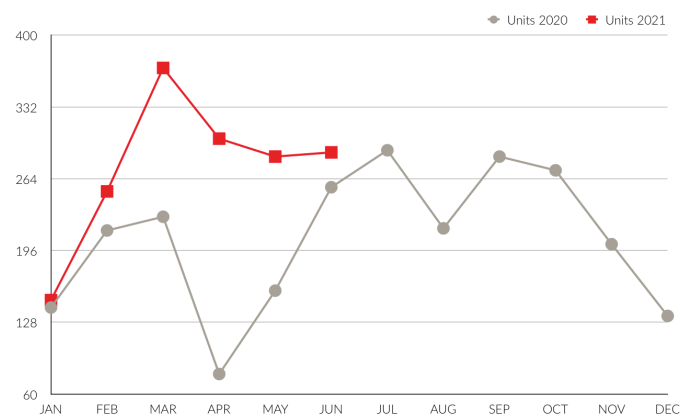
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



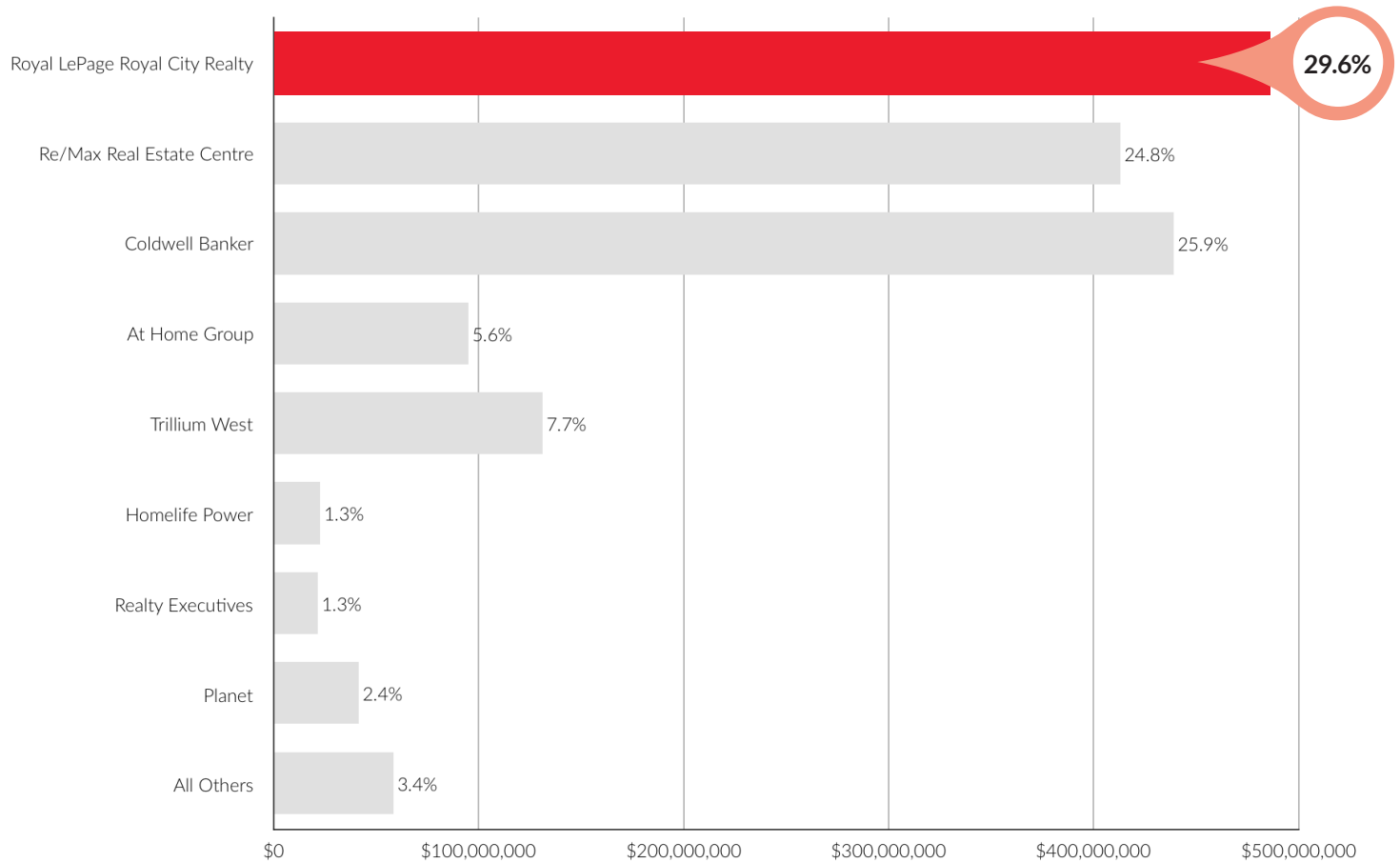
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$852,041,511 +89.6%	 \$319,629,595 +103.5%	 \$7,617,388 +434.6%
YTD Unit Sales	 1,013 +46.6%	 566 +60.34%	 9 +350%
YTD Average Sale Price	 \$841,107 +29.33%	 \$564,717 +26.92%	 \$846,376.44 +18.79%
June Sales Volume	 \$141,650,085 +28.59%	 \$55,657,383 +40.75%	 \$2,909,888 Up from 0
June Unit Sales	 173 +7.45%	 99 +15.12%	 2 Up from 0

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 2021



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
162 St. Andrew Street East, 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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