



2021  
**JUNE**

**GUELPH/ERAMOSA**  
Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The month of June in Guelph/Eramosa showed tighter inventory, but sustained demand is increasing sales prices and pushing up sales volume for the year. As a result, homes remain on the market for short periods of time, making this a great time for Sellers to list.



**June year-over-year sales volume of \$22,919,900**

Up 6.32% from 2020's \$21,557,100 with unit sales of 18 down 21.74% from last June's 23. New listings of 37 are up 32.14% from a year ago, with the sales/listing ratio of 48.65% down 33.49%.



**Year-to-date sales volume of \$127,691,946**

Up 99.95% from 2020's \$63,861,236 with unit sales of 113 up 56.94% from last June's 72. New listings of 171 are up 48.7% from a year ago, with the sales/listing ratio of 66.08% up 3.47%.



**Year-to-date average sale price of \$1,102,192**

Up from \$834,109 one year ago with median sale price of \$1,051,750 up from \$729,625 one year ago. Average days-on-market of 11.83 is down 44 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$1,225,000**

+46.71%

Sales Volume

**\$22,919,900**

+6.32%

Unit Sales

**18**

-21.74%

New Listings

**37**

+32.14%

Expired Listings

**0**

Down from 2

Unit Sales/Listings Ratio

**48.65%**

-33.49%

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



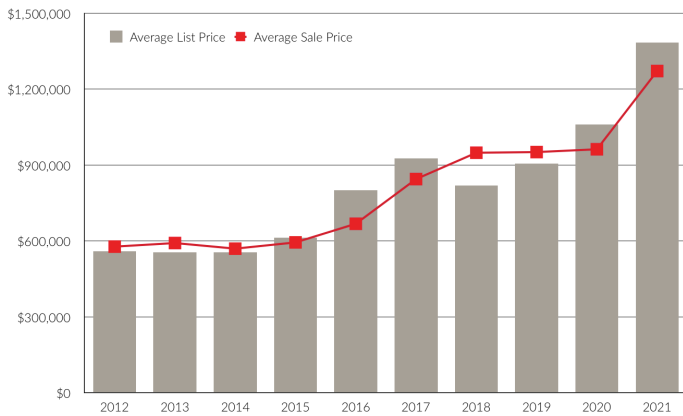
# THE MARKET IN DETAIL

	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$69,304,240	\$63,861,236	\$127,691,946	+99.95%
<b>YTD Unit Sales</b>	87	72	113	+56.94%
<b>YTD New Listings</b>	179	115	171	+48.7%
<b>YTD Sales/Listings Ratio</b>	48.6%	62.61%	66.08%	+3.47%
<b>YTD Expired Listings</b>	31	18	4	-77.78%
<b>June Volume Sales</b>	\$13,992,440	\$21,557,100	\$22,919,900	+6.32%
<b>June Unit Sales</b>	18	23	18	-21.74%
<b>June New Listings</b>	29	28	37	+32.14%
<b>June Sales/Listings Ratio</b>	62.07%	82.14%	48.65%	-33.49%
<b>June Expired Listings</b>	8	2	0	Down from 2
<b>YTD Sales: Under \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: Under \$200K-\$349K</b>	4	0	0	No Change
<b>YTD Sales: Under \$350K-\$549K</b>	10	9	4	-55.56%
<b>YTD Sales: Under \$550K-\$749K</b>	35	19	12	-36.84%
<b>YTD Sales: Under \$750K-\$999K</b>	22	30	30	No Change
<b>YTD Sales: \$1M+</b>	16	14	67	+378.57%
<b>YTD Average Days-On-Market</b>	47.17	55.83	11.83	-77.65%
<b>YTD Average Sale Price</b>	\$824,498	\$834,109	\$1,102,192	+32.14%
<b>YTD Median Sale Price</b>	\$723,750	\$729,625	\$1,051,750	+44.15%

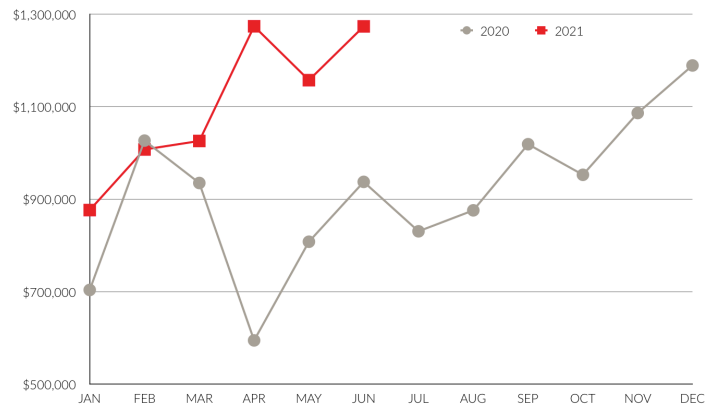
Wellington County MLS Sales and Listing Summary  
2019 vs. 2020 vs. 2021



# AVERAGE SALE PRICE

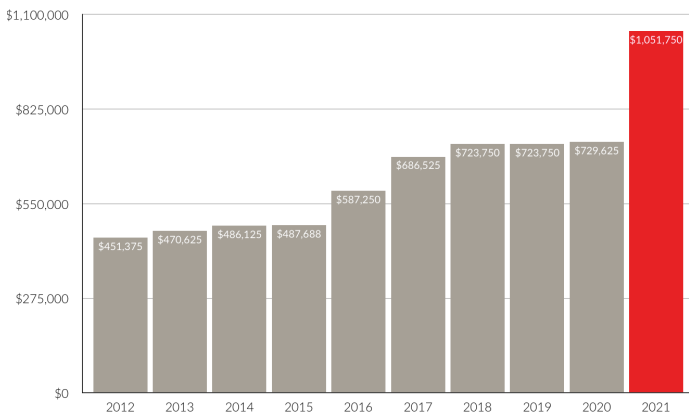


Year-Over-Year

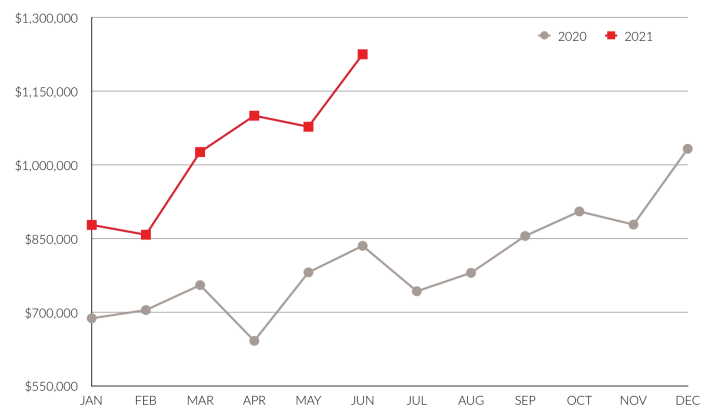


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



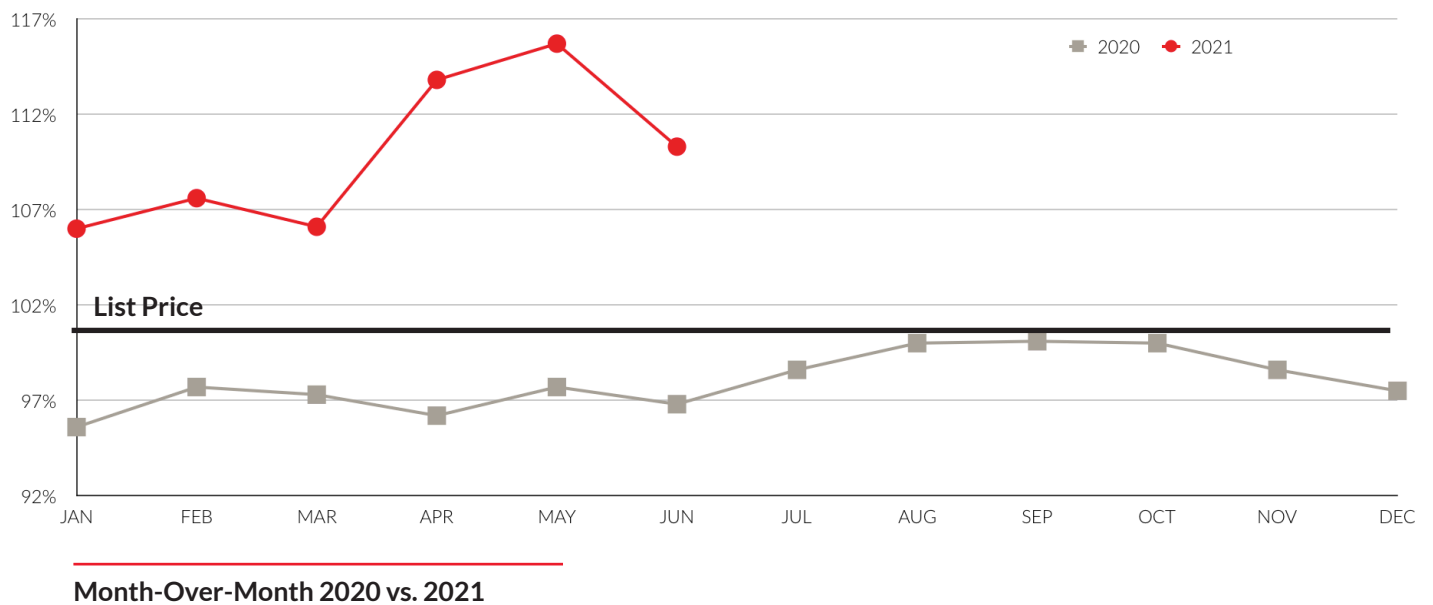
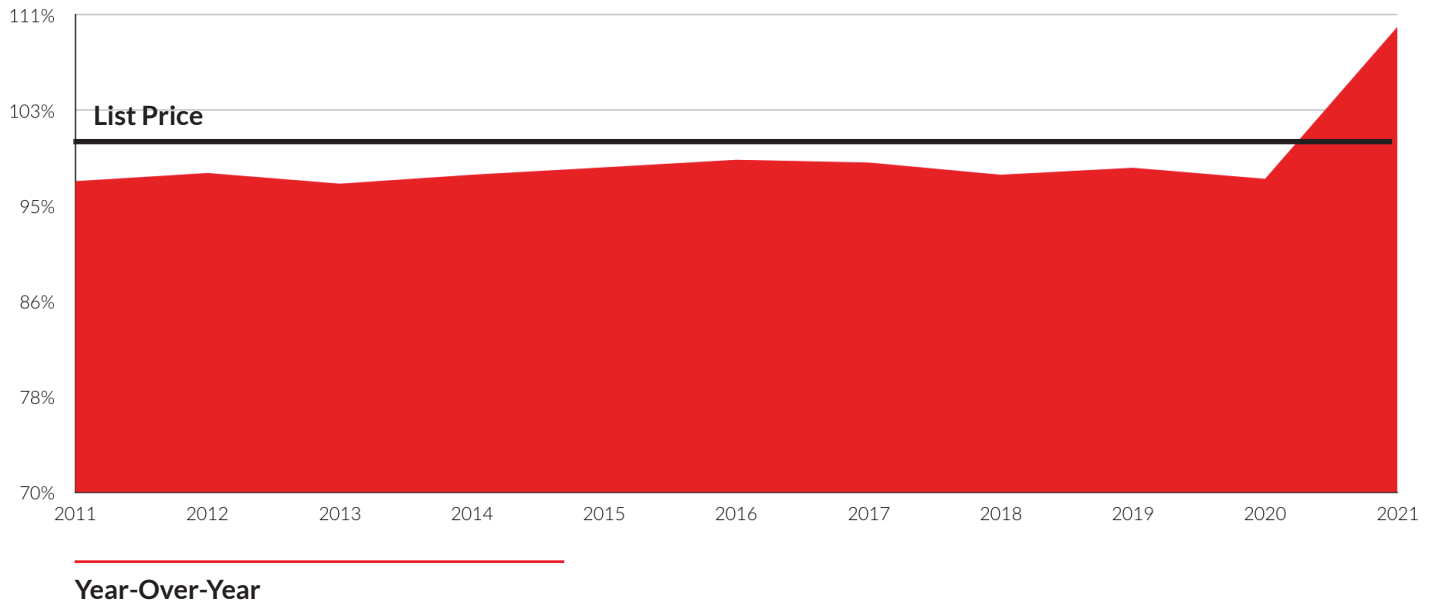
Year-Over-Year



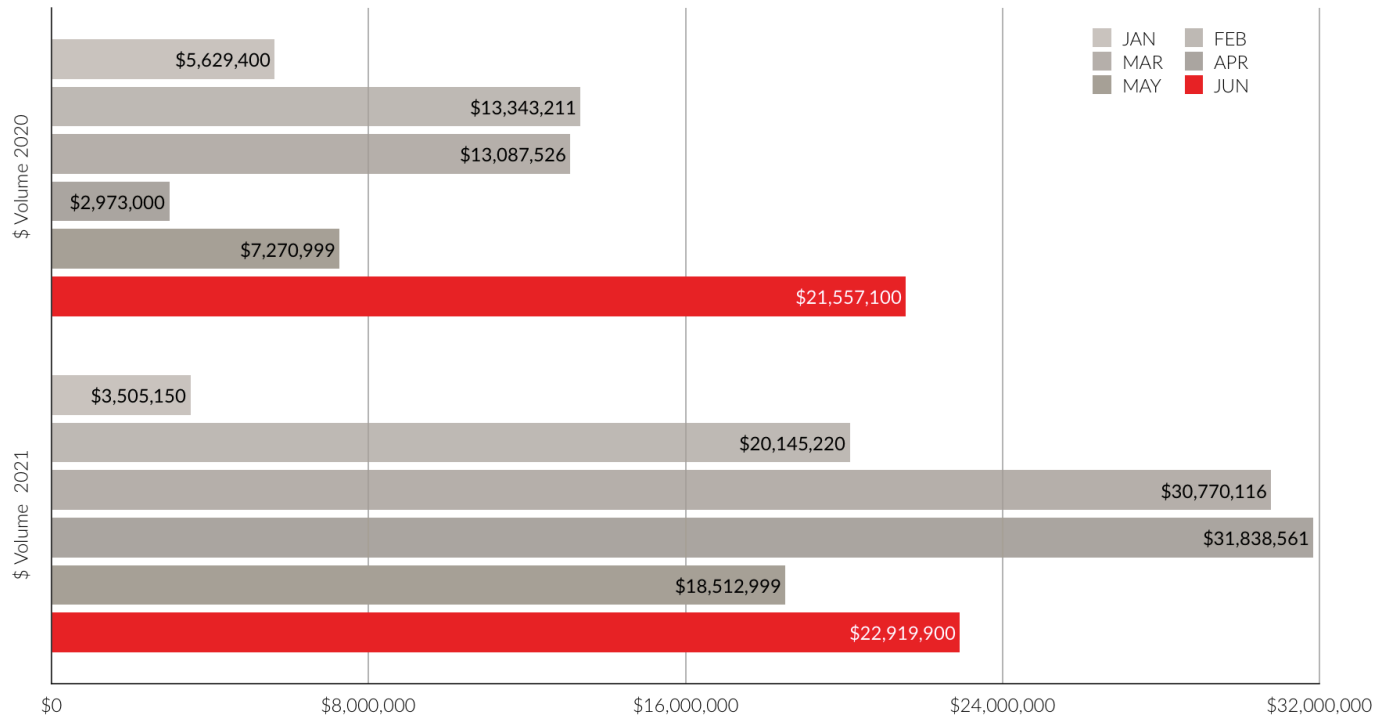
Month-Over-Month 2020 vs. 2021

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

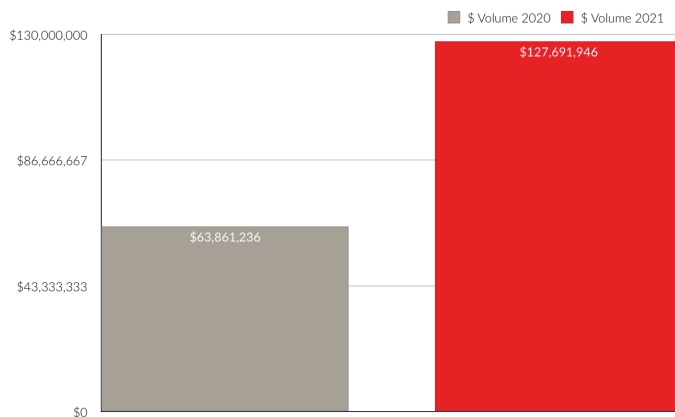
# SALE PRICE VS. LIST PRICE RATIO



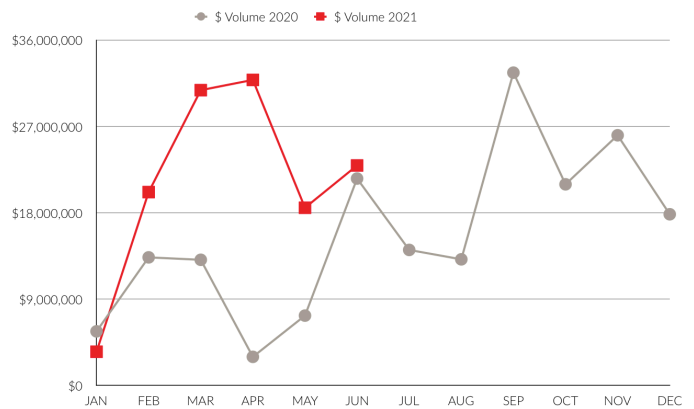
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

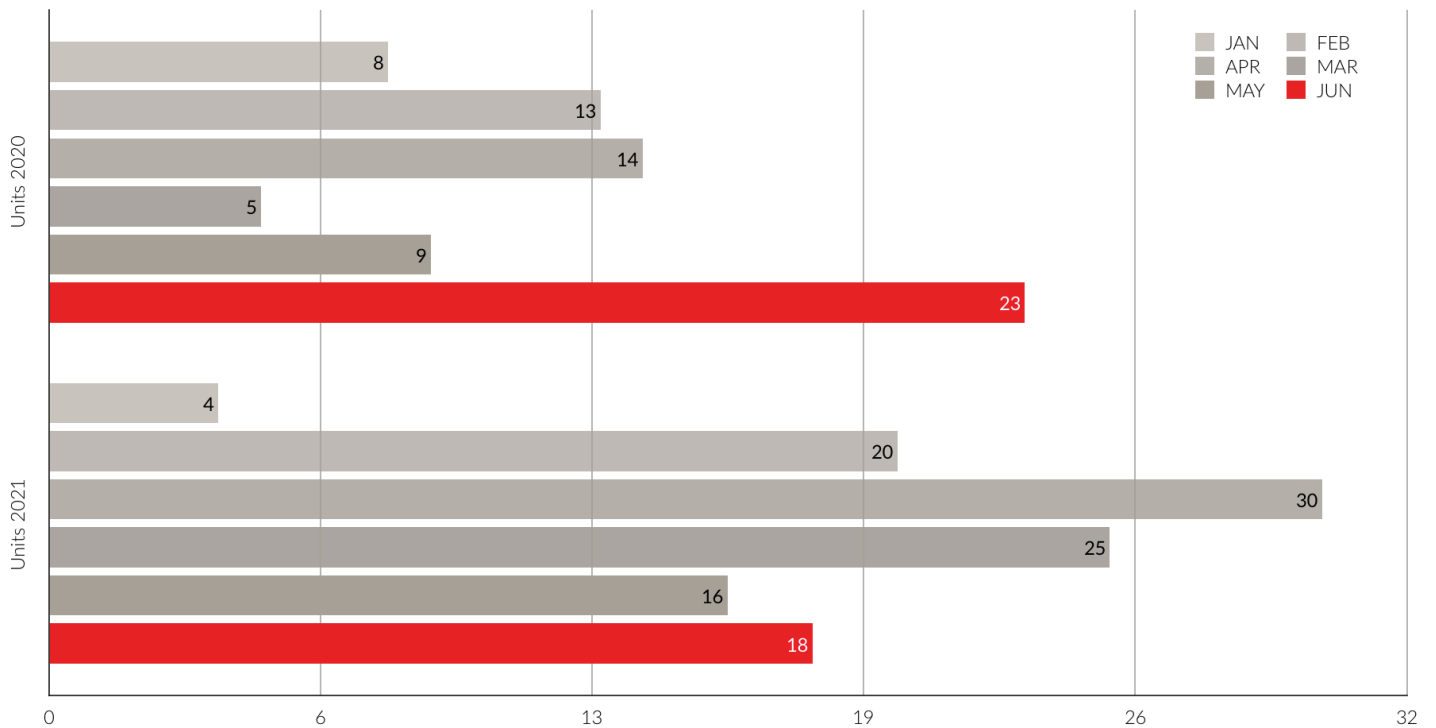


Yearly Totals 2020 vs. 2021

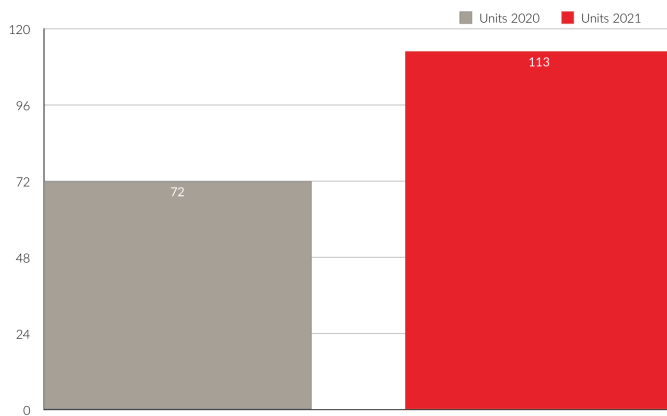


Month vs. Month 2020 vs. 2021

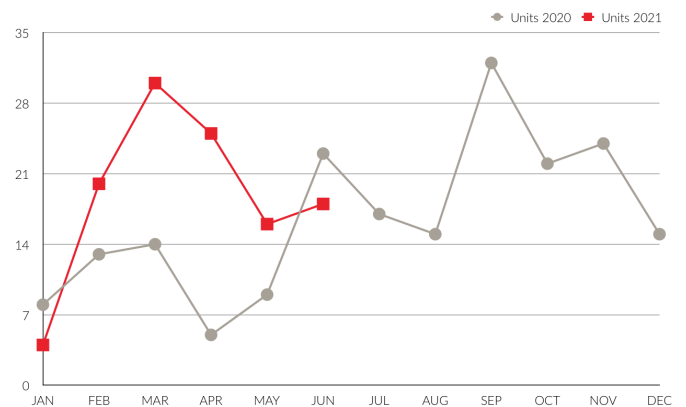
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



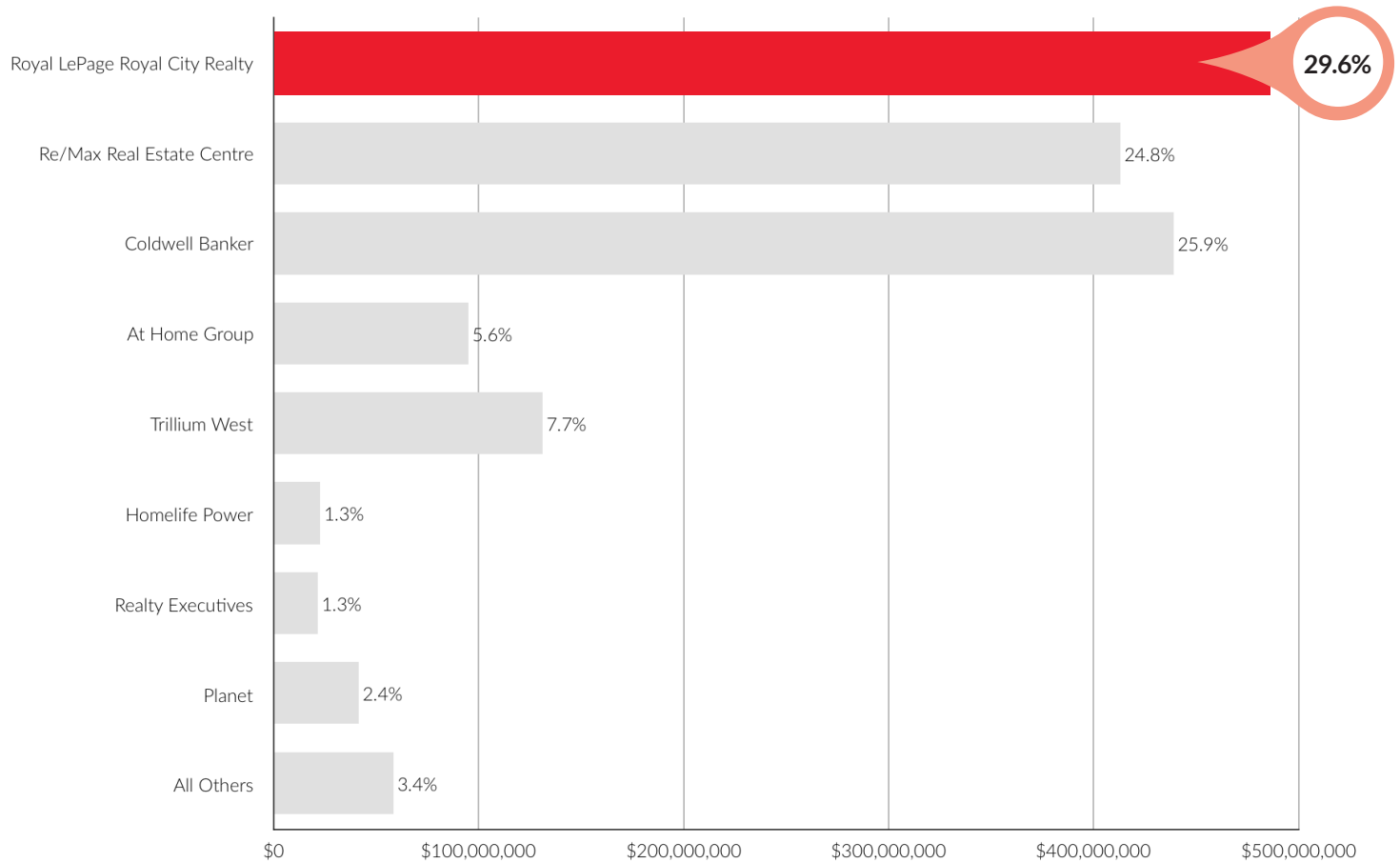
## VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$116,368,238</b> +138.66%	 <b>\$7,268,650</b> +9.88%	 <b>\$0</b> Down from \$2,565,000
YTD Unit Sales	 <b>99</b> +83.33%	 <b>12</b> +20%	 <b>0</b> Down from 3
YTD Average Sale Price	 <b>\$1,175,437</b> +30.18%	 <b>\$605,721</b> -8.43%	 <b>\$0</b> Down from \$855,000
June Sales Volume	 <b>\$20,097,400</b> +21.36%	 <b>\$622,500</b> -65.3%	 <b>\$0</b> Down from \$465,000
June Unit Sales	 <b>16</b> -11.11%	 <b>1</b> -50%	 <b>0</b> Down from 1

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



# MARKET DOMINANCE

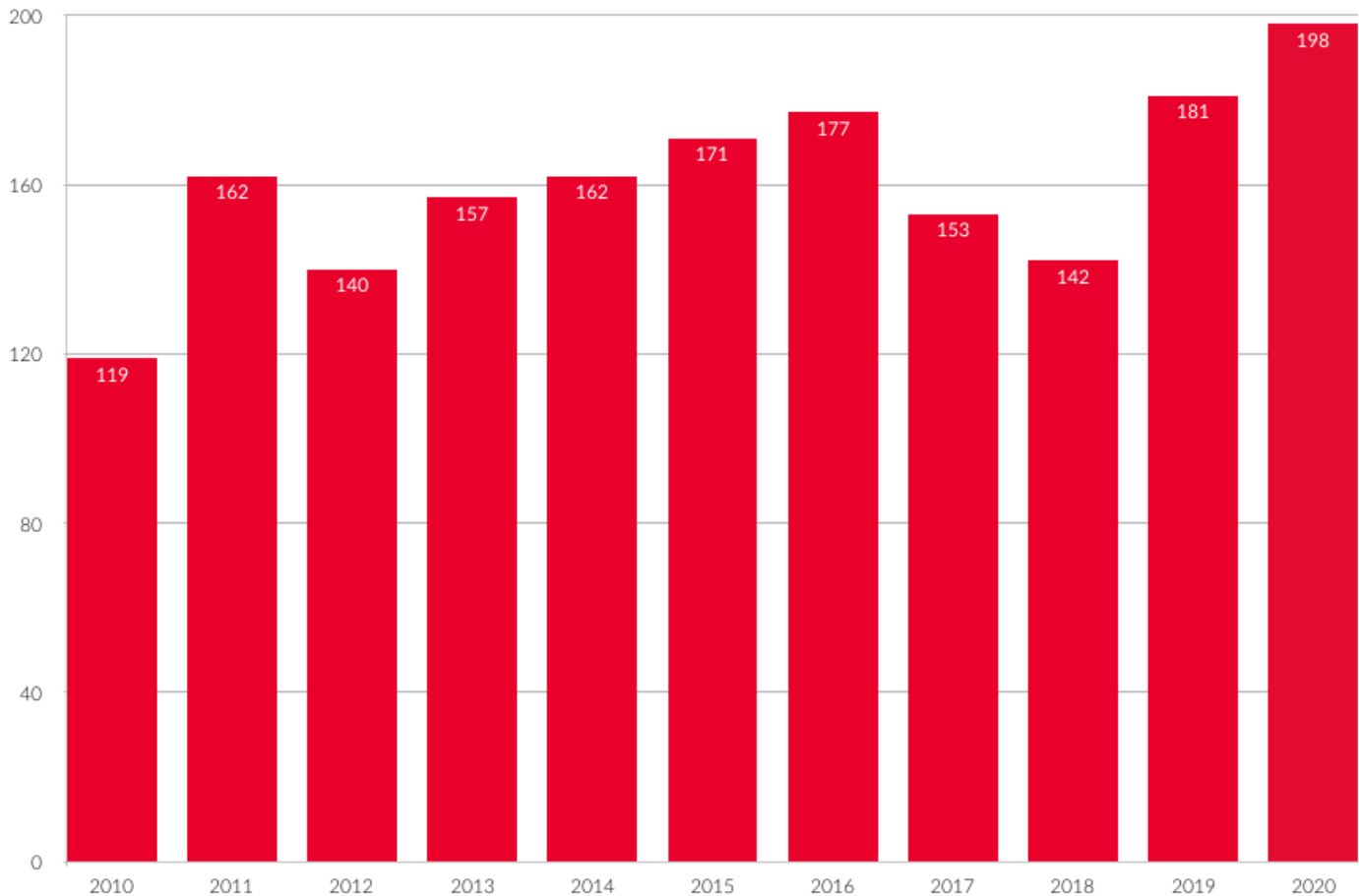


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at [royalcity.com/market-update/](https://royalcity.com/market-update/)