



2021 JULY

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 begin Q3, though sales activity is held back by slowing inventory. Consistent demand coupled with rising sales prices is leading to steady sales volumes and a strong Seller's market in Guelph.



July year-over-year sales volume of \$170,178,232

Down 4.02% from 2020's \$177,302,274 with unit sales of 212 down 27.15% from last July's 291. New listings of 236 are down 14.8% from a year ago, with the sales/listing ratio of 89.83% down 15.22%.



Year-to-date sales volume of \$1,427,586,797

Up 75.35% from 2020's \$814,150,764 with unit sales of 1,861 up 35.94% from 2020's 1,369. New listings of 2,312 are up 29.16% from a year ago, with the sales/listing ratio of 80.49% up 4.01%.



Year-to-date average sale price of \$761,787

Up from \$592,654 one year ago with median sale price of \$701,000 up from \$571,000 one year ago. Average days-on-market of 11.43 is down 8.86 days from last year.

JULY NUMBERS

Median Sale Price

\$685,500

+17.18%

Sales Volume

\$170,178,232

-4.02%

Unit Sales

212

-27.15%

New Listings

236

-14.8%

Expired Listings

18

+80%

Unit Sales/Listings Ratio

89.83%

-15.22%

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

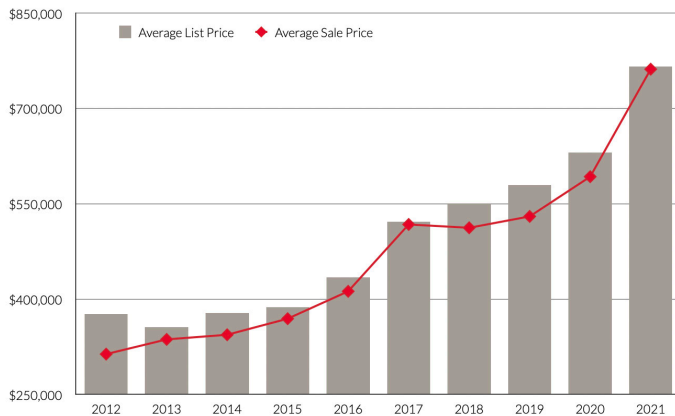


THE MARKET IN DETAIL

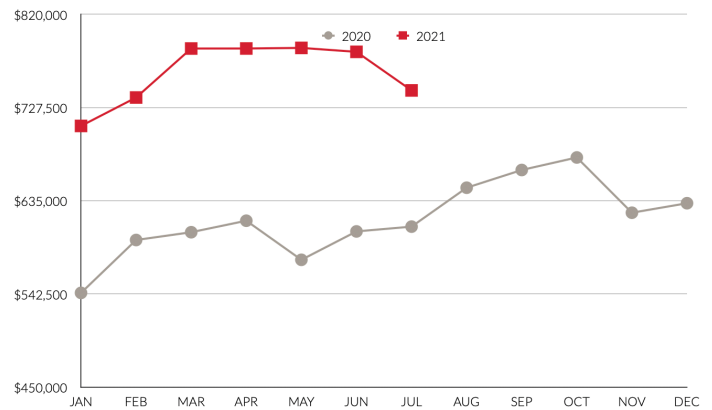
	2019	2020	2021	2020-2021
YTD Volume Sales	\$759,957,394	\$814,150,764	\$1,427,586,797	+75.35%
YTD Unit Sales	1423	1369	1861	+35.94%
YTD New Listings	2,195	1,790	2,312	+29.16%
YTD Sales/Listings Ratio	64.83%	76.48%	80.49%	+4.01%
YTD Expired Listings	169	105	72	-31.43%
July Volume Sales	\$125,248,016	\$177,302,274	\$170,178,232	-4.01%
July Unit Sales	230	291	212	-27.15%
July New Listings	339	277	236	-14.8%
July Sales/Listings Ratio	67.85%	105.05%	89.83%	-15.22%
July Expired Listings	41	10	18	+80%
YTD Sales: Under \$0-\$199K	4	4	3	-25%
YTD Sales: Under \$200K-\$349K	180	66	15	-77.27%
YTD Sales: Under \$350K-\$549K	679	545	339	-37.8%
YTD Sales: Under \$550K-\$749K	413	549	737	+34.24%
YTD Sales: Under \$750K-\$999K	123	164	547	+233.54%
YTD Sales: \$1M+	24	41	220	+436.6%
YTD Average Days-On-Market	25	20.29	11.43	-43.66%
YTD Average Sale Price	\$530,132	\$592,654	\$761,787	+28.54%
YTD Median Sale Price	\$508,000	\$571,000	\$701,000	+22.77%

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

AVERAGE SALE PRICE

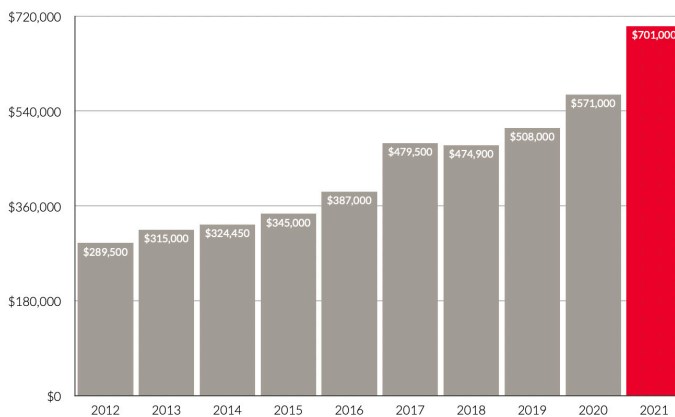


Year-Over-Year

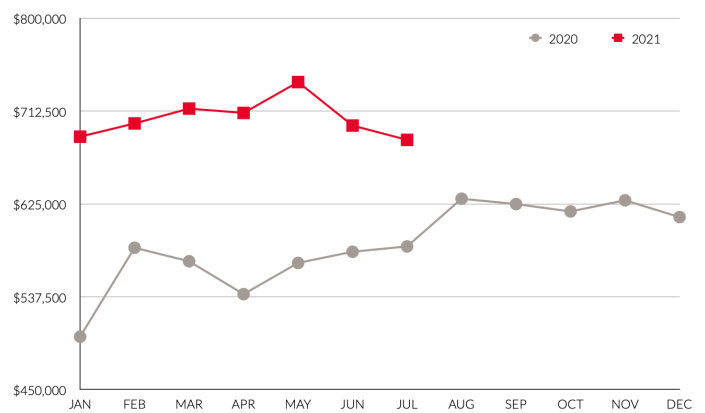


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



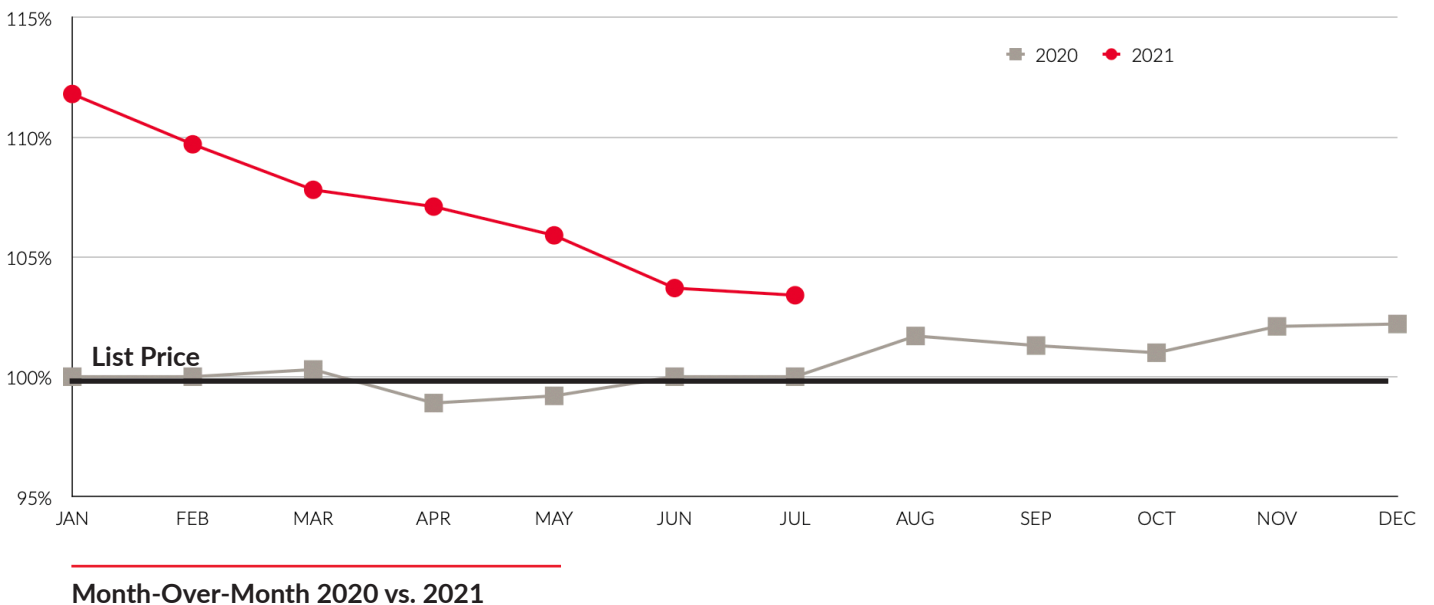
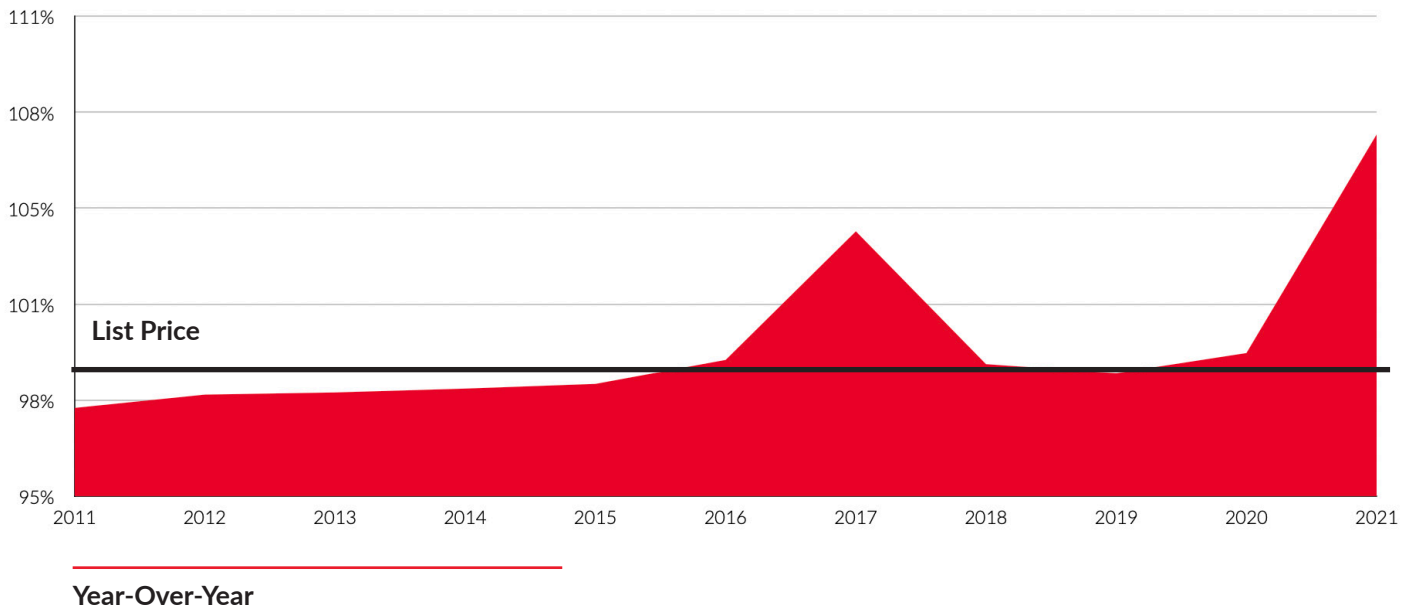
Year-Over-Year



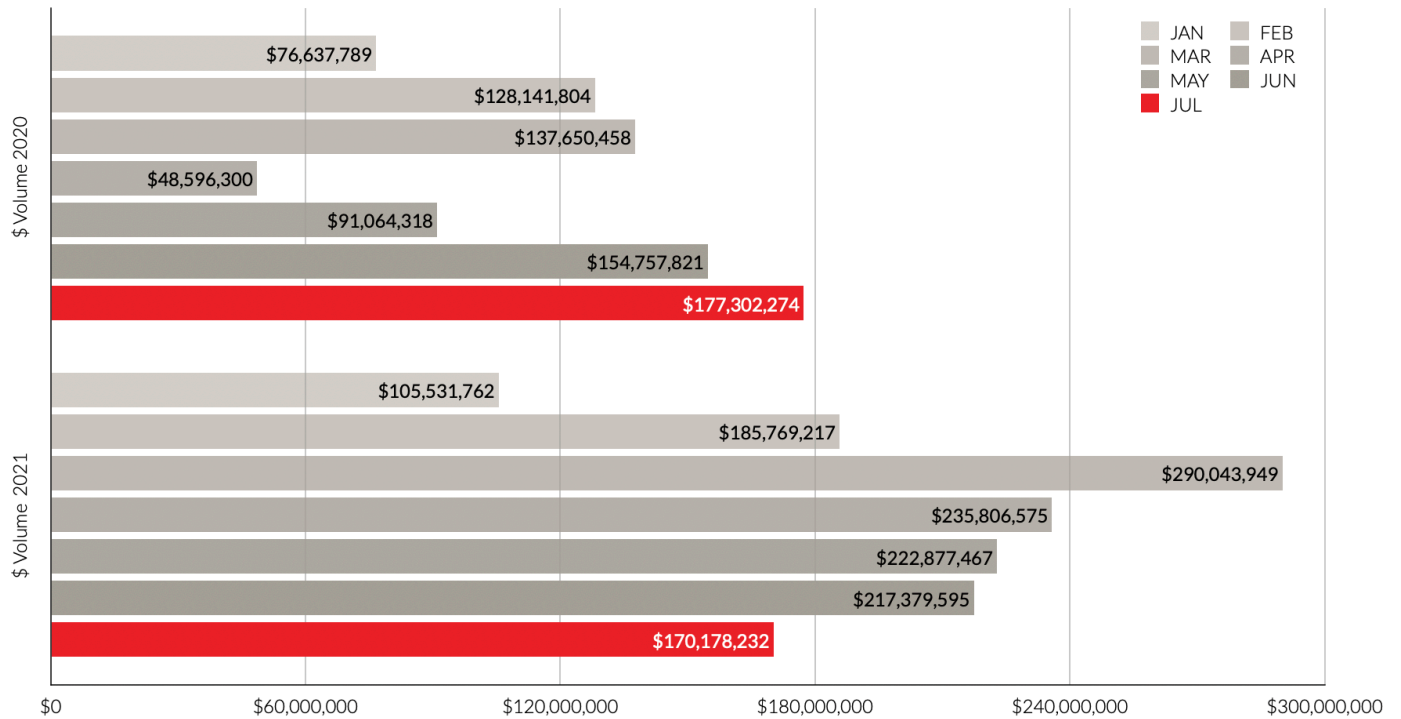
Month-Over-Month 2020 vs. 2021

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

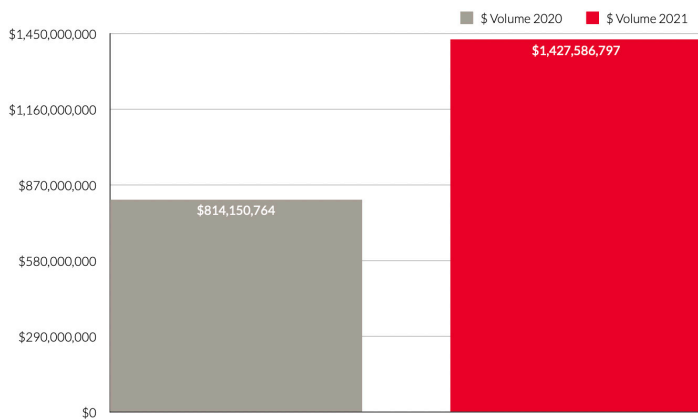
SALE PRICE VS. LIST PRICE RATIO



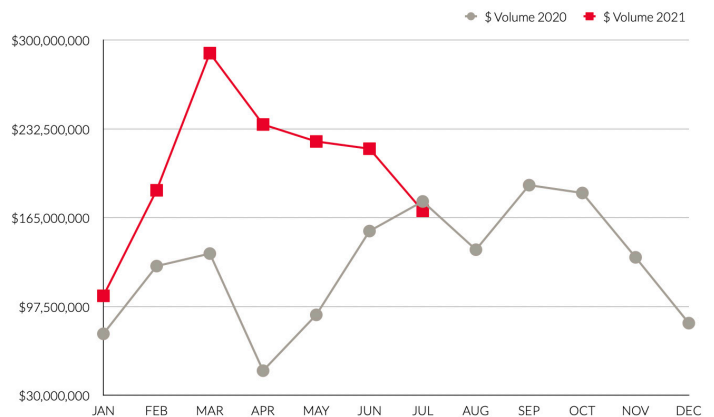
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

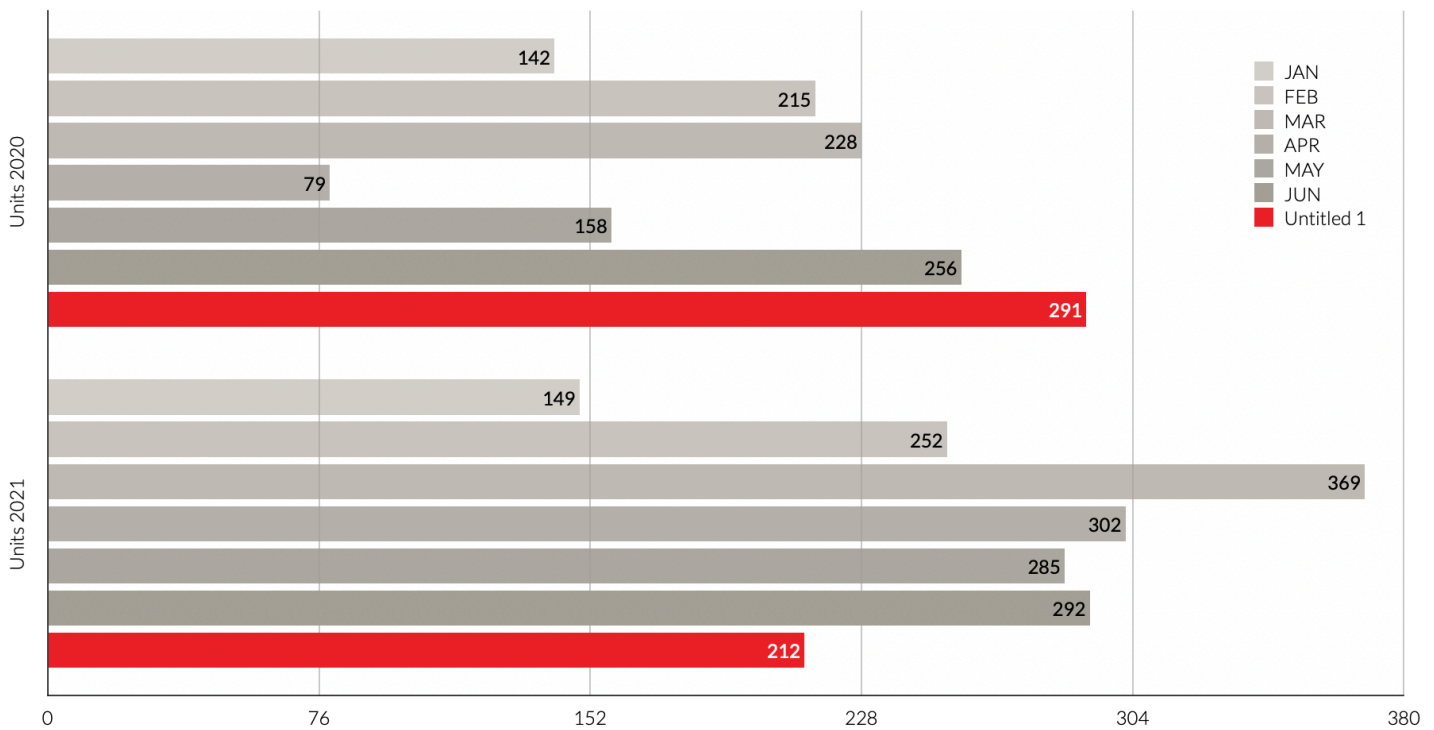


Yearly Totals 2020 vs. 2021

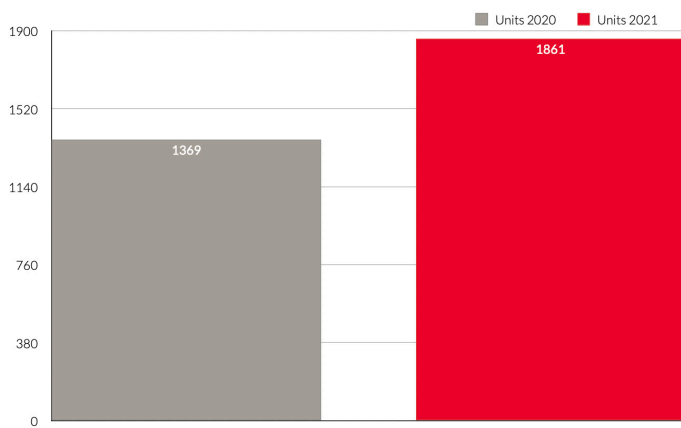


Month vs. Month 2020 vs. 2021

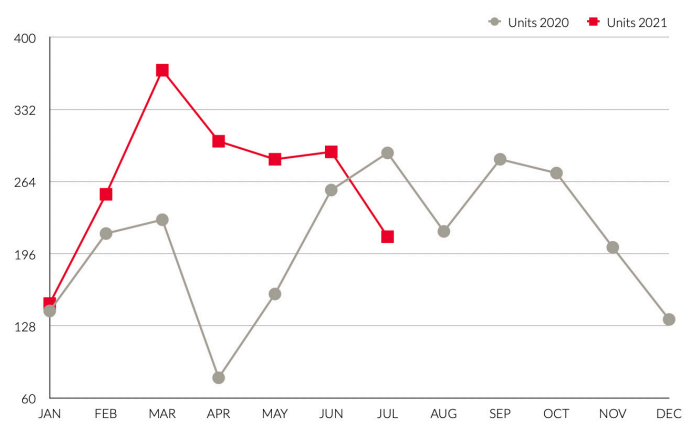
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

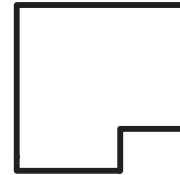
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



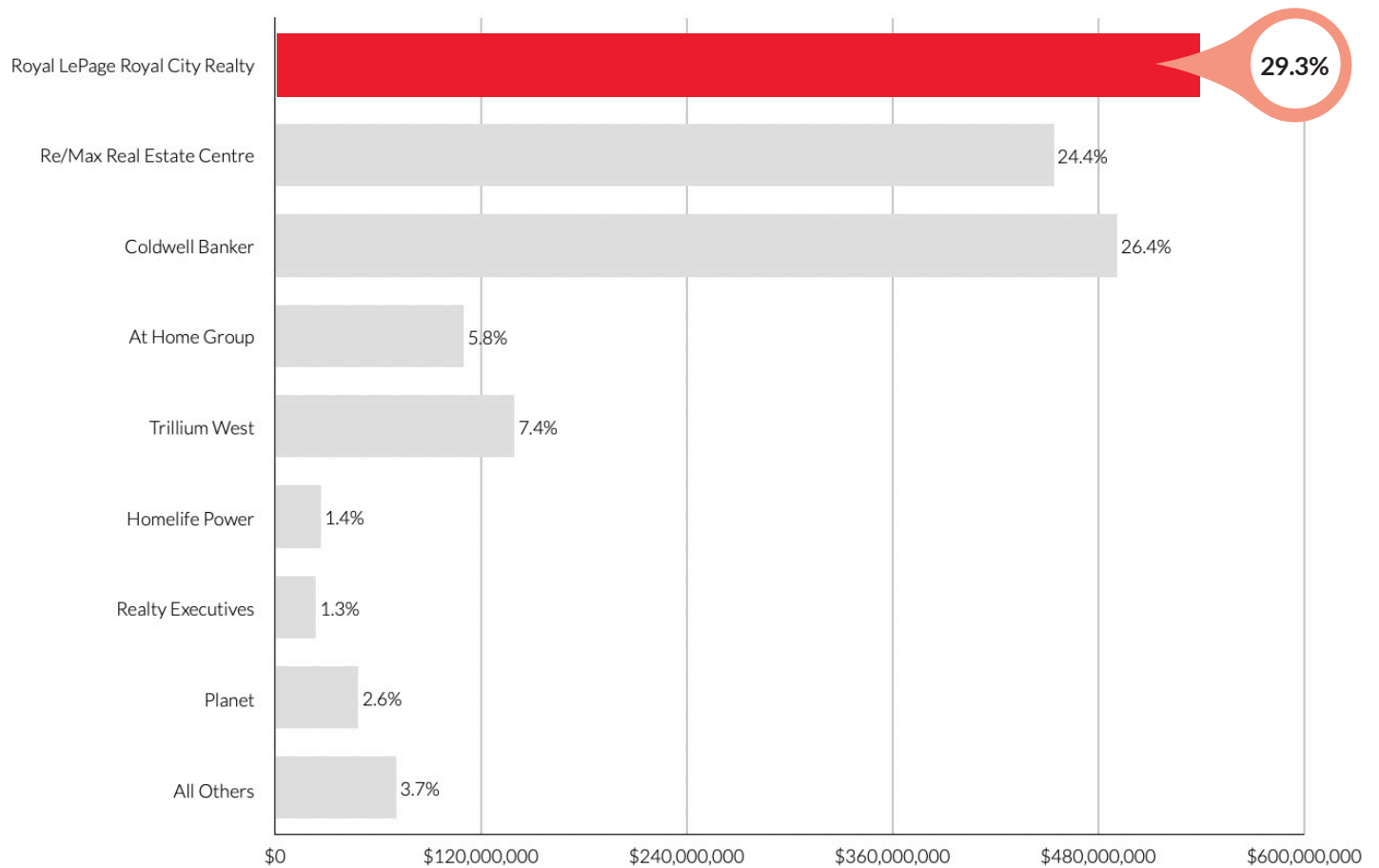
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$958,071,384 +69.42%	 \$319,629,595 +103.5%	 \$8,167,388 +473.2%
YTD Unit Sales	 1,140 +32.4%	 570 +61.47%	 10 +400%
YTD Average Sale Price	 \$840,413 +27.96%	 \$560,754 +26.03%	 \$816,739 +14.63%
July Sales Volume	 \$106,619,873 -8.19%	 \$41,273,359 -14.68%	 \$550,000 Up from 0
July Unit Sales	 128 -24.71%	 75 -28.57%	 1 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
July 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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