



2021
JULY

GUELPH/ERAMOSA
Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The month of July 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.



July year-over-year sales volume of \$33,132,000

Up 134.7% from 2020's \$14,117,000 with unit sales of 22 up 29.41% from last July's 17. New listings of 23 are up 76.92% from a year ago, with the sales/listing ratio of 95.65% down 35.12%.



Year-to-date sales volume of \$160,823,946

Up 106.24% from 2020's \$77,978,236 with unit sales of 135 up 51.69% from last July's 89. New listings of 193 are up 50.78% from a year ago, with the sales/listing ratio of 69.95% up 0.42%.



Year-to-date average sale price of \$1,159,879

Up from \$833,581 one year ago with median sale price of \$1,026,000 up from \$742,500 one year ago. Average days-on-market of 13.29 is down 40.28 days from last year.

JULY NUMBERS

Median Sale Price

\$962,500

+29.63%

Sales Volume

\$33,132,000

+134.7%

Unit Sales

22

+29.41%

New Listings

23

+76.92%

Expired Listings

0

Down from 3

Unit Sales/Listings Ratio

95.65%

-35.12%

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

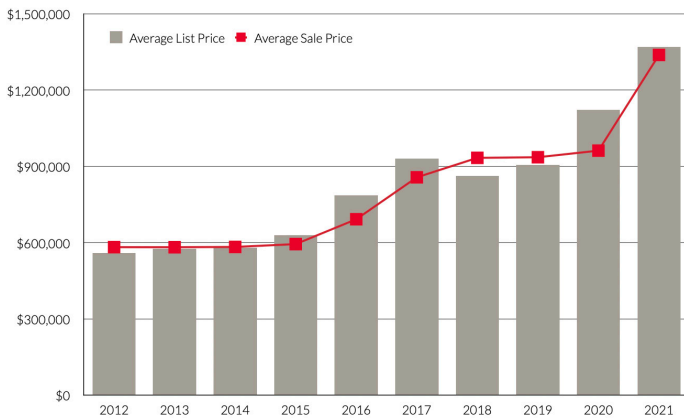


THE MARKET IN DETAIL

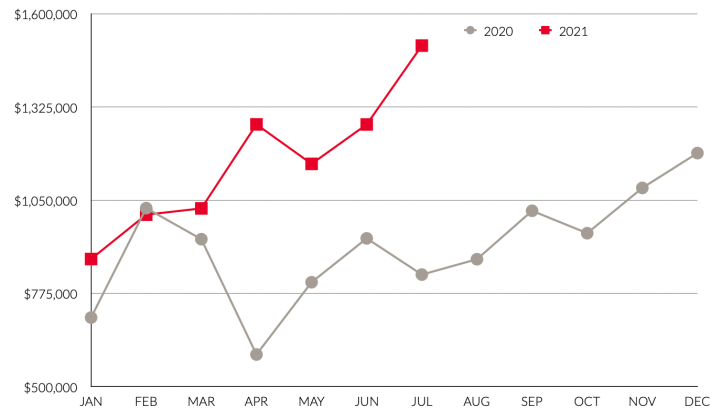
	2019	2020	2021	2020-2021
YTD Volume Sales	\$83,190,539	\$77,978,236	\$160,823,946	+106.24%
YTD Unit Sales	106	89	135	+51.69%
YTD New Listings	211	128	193	+50.78%
YTD Sales/Listings Ratio	50.24%	69.53%	69.95%	+0.42%
YTD Expired Listings	36	21	4	-80.95%
July Volume Sales	\$13,886,299	\$14,117,000	\$33,132,000	+134.7%
July Unit Sales	19	17	22	+29.41%
July New Listings	32	13	23	+76.92%
July Sales/Listings Ratio	59.38%	130.77%	95.65%	-35.12%
July Expired Listings	5	3	0	Down from 3
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	4	0	0	No change
YTD Sales: Under \$350K-\$549K	13	10	4	-60%
YTD Sales: Under \$550K-\$749K	46	27	16	-40.74%
YTD Sales: Under \$750K-\$999K	24	35	36	+2.86%
YTD Sales: \$1M+	19	17	79	+364.71%
YTD Average Days-On-Market	48.29	53.57	13.29	-75.2%
YTD Average Sale Price	\$811,120	\$833,581	\$1,159,879	+39.14%
YTD Median Sale Price	\$707,500	\$742,500	\$1,026,000	+38.18%

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

AVERAGE SALE PRICE

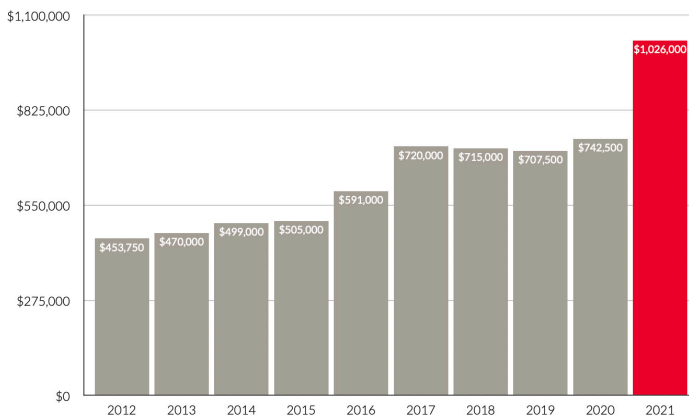


Year-Over-Year

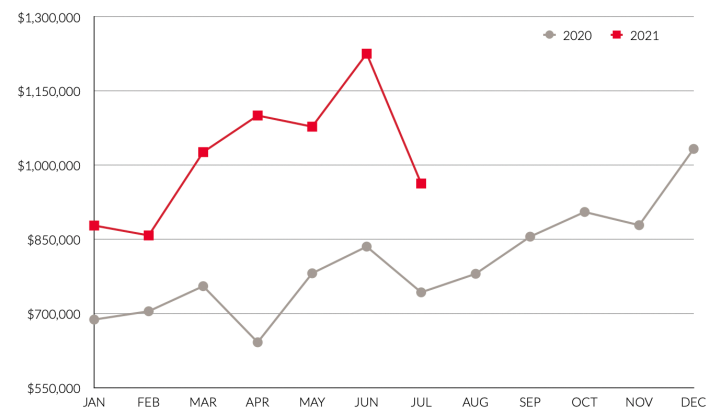


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



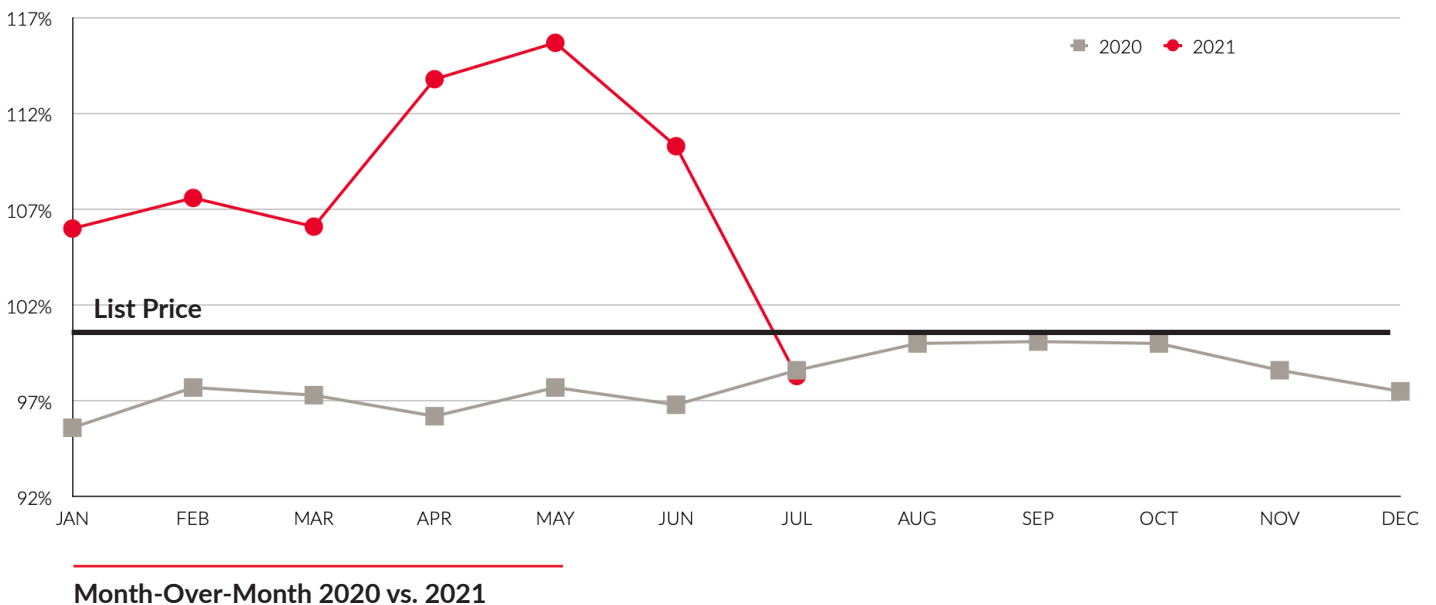
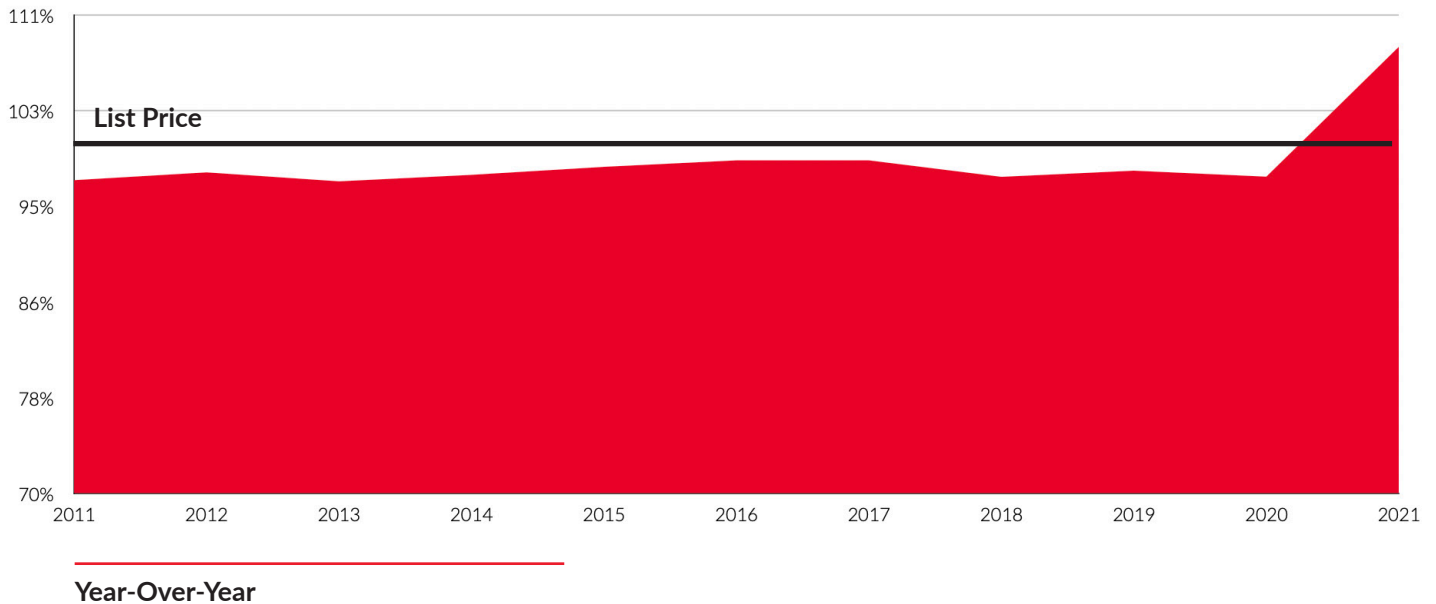
Year-Over-Year



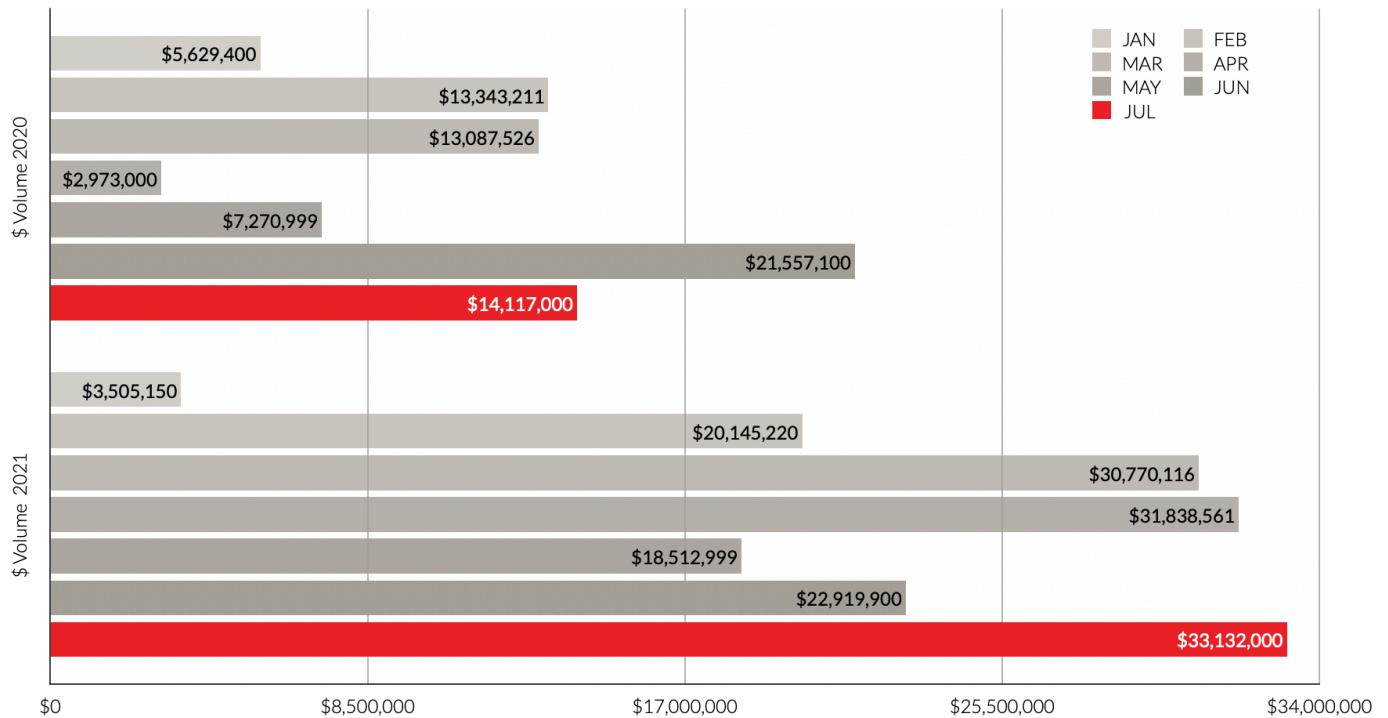
Month-Over-Month 2020 vs. 2021

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

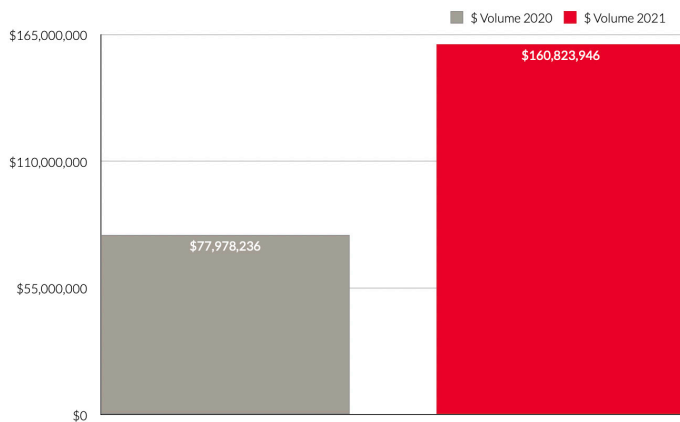
SALE PRICE VS. LIST PRICE RATIO



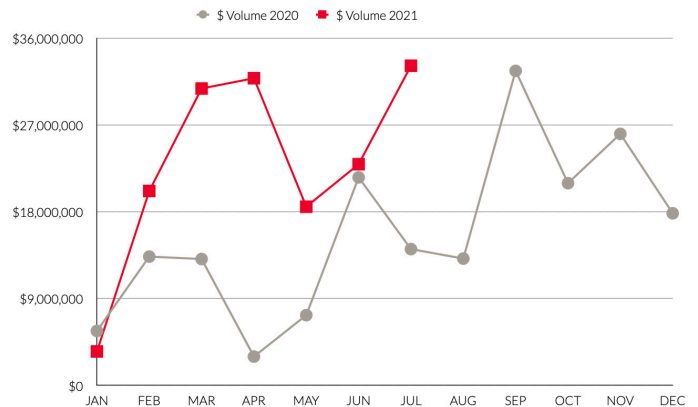
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

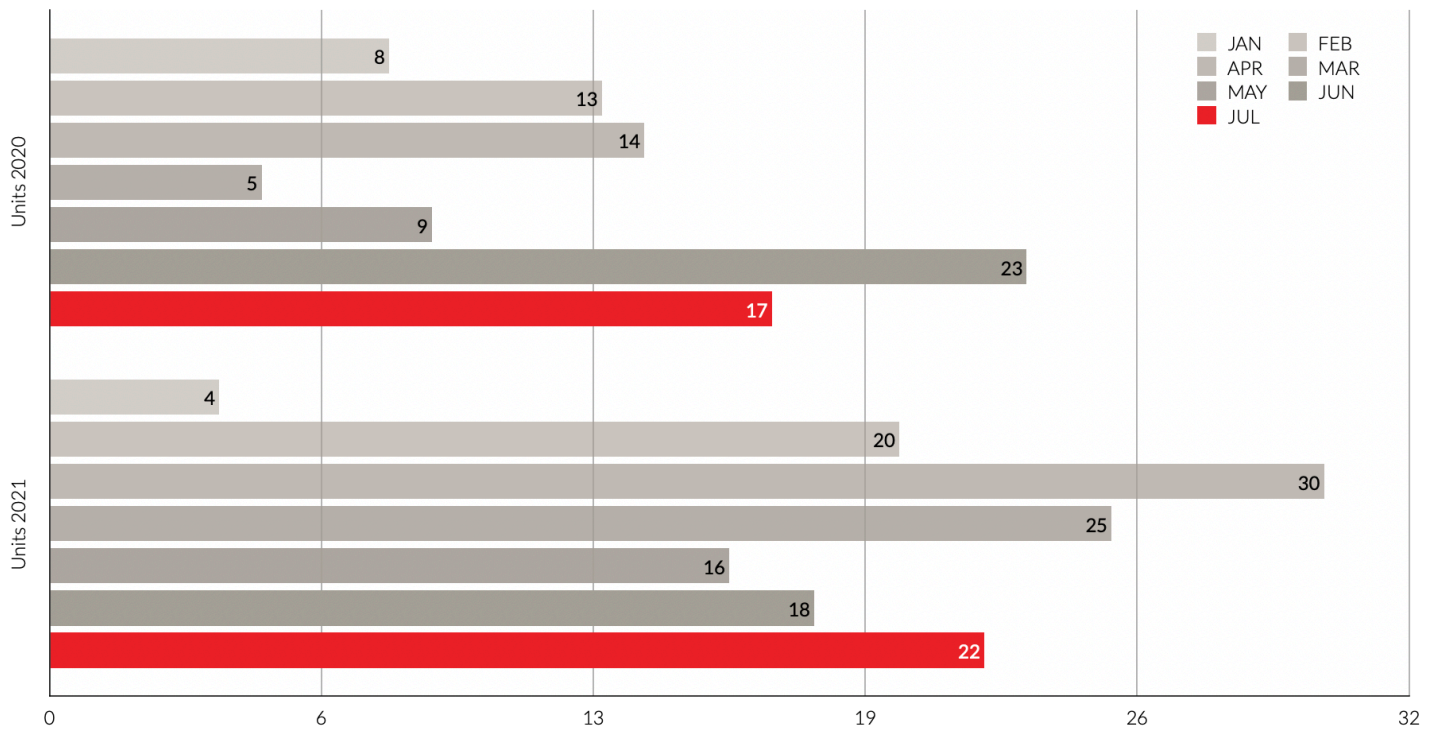


Yearly Totals 2020 vs. 2021

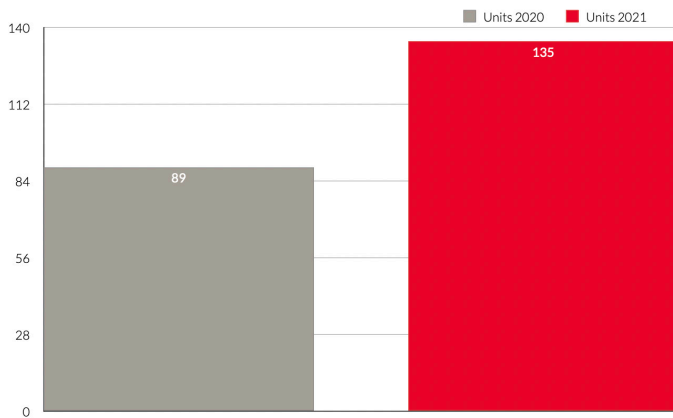


Month vs. Month 2020 vs. 2021

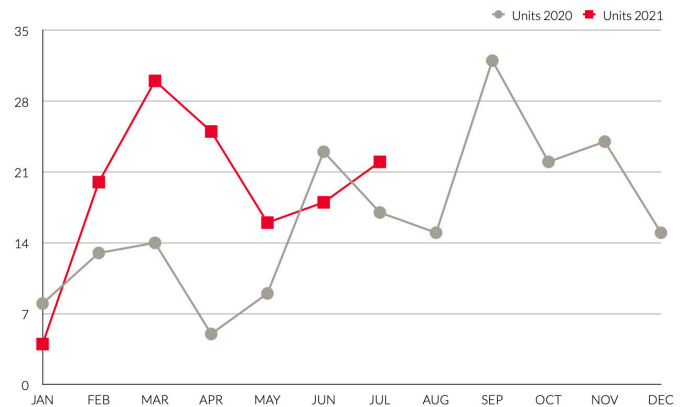
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



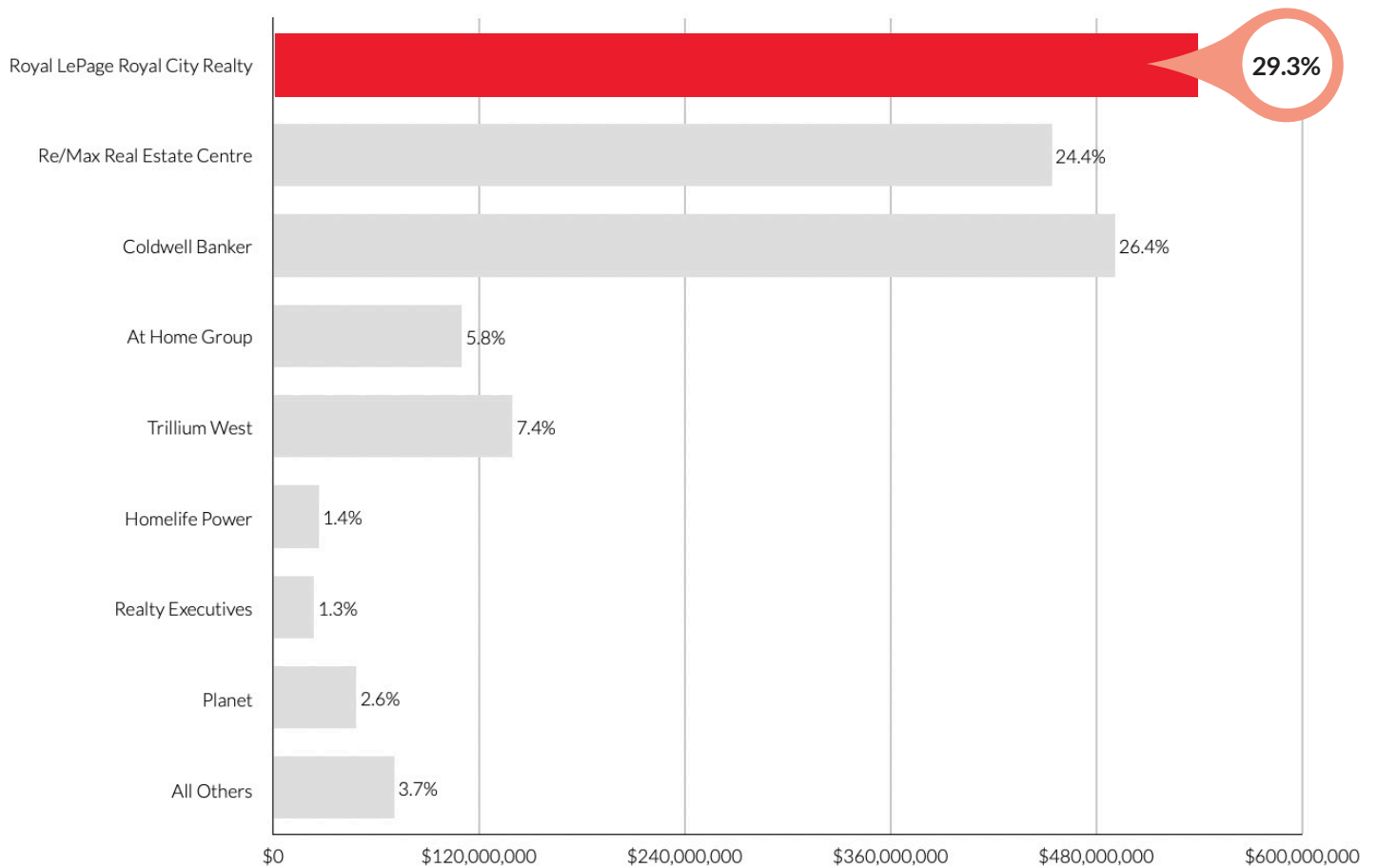
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$133,597,238 +118.52%	 \$9,122,650 +13.99%	 \$0 Down from \$2,565,000
YTD Unit Sales	 115 +69.12%	 14 +16.67%	 0 Down from 3
YTD Average Sale Price	 \$1,161,715 +29.21%	 \$651,618 -2.29%	 \$0 Down from \$855,000
July Sales Volume	 \$17,229,000 +39.18%	 \$1,854,000 +33.57%	 \$0 No change
July Unit Sales	 16 +14.29%	 2 No change	 0 No change

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



MARKET DOMINANCE

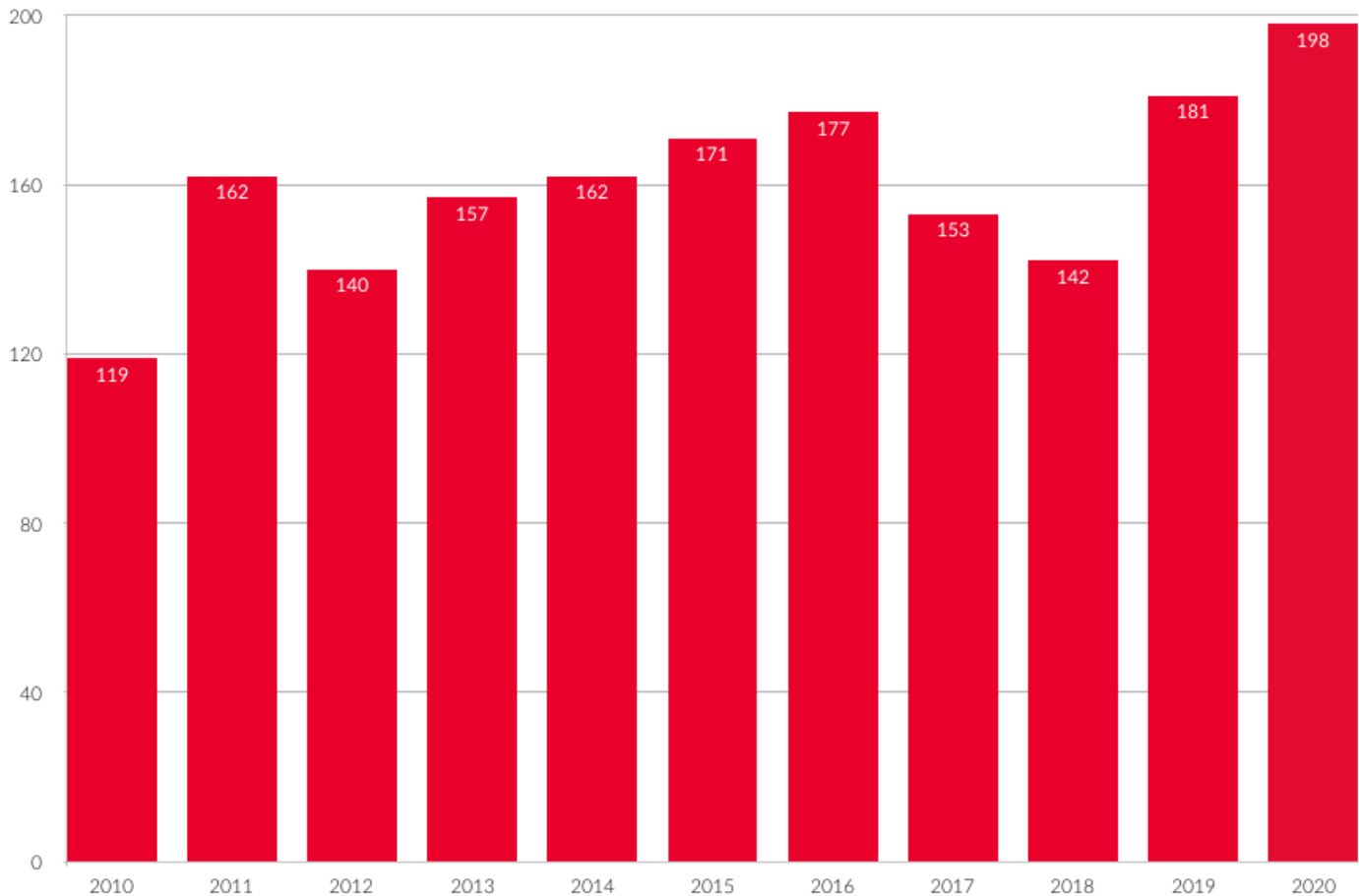


Market Share by Dollar Volume

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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