



2021 AUGUST

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Overall sales activity has slowed for the month of August within the City of Guelph as summer comes to an end. Despite buyer fatigue, vacations and back-to-school, the average and median sale prices of homes continue to increase. With building inventory and competitive sale prices, the market will remain strong as we close out Q3.



August year-over-year sales volume of \$137,132,854

Down 2.46% from 2020's \$140,592,566 with unit sales of 175 down 19.35% from last August's 217. New listings of 203 are down 34.73% from a year ago, with the sales/listing ratio of 86.21% down 16.43%.



Year-to-date sales volume of \$1,564,719,651

Up 63.89% from 2020's \$954,743,330 with unit sales of 2,036 up 28.37% from 2020's 1,586. New listings of 2,515 are up 19.7% from a year ago, with the sales/listing ratio of 80.95% up 5.47%.



Year-to-date average sale price of \$764,516

Up from \$599,559 one year ago with median sale price of \$705,950 up from \$575,500 one year ago. Average days-on-market of 11.88 is down 8.37 days from last year.

AUGUST NUMBERS

Median Sale Price

\$740,000

+17.46%

Sales Volume

\$137,132,854

-2.46%

Unit Sales

175

-19.35%

New Listings

203

-34.73%

Expired Listings

10

No change

Unit Sales/Listings Ratio

86.21%

-16.43%

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

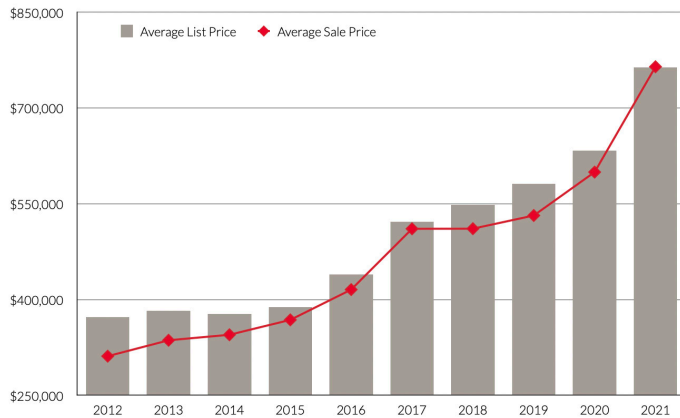


THE MARKET IN DETAIL

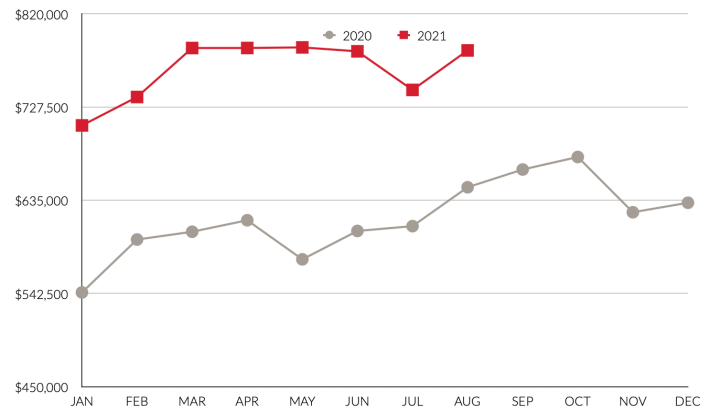
	2019	2020	2021	2020-2021
YTD Volume Sales	\$876,948,843	\$954,743,330	\$1,564,719,651	+63.89%
YTD Unit Sales	1,639	1,586	2,036	+28.37%
YTD New Listings	2,434	2,101	2,515	+19.7%
YTD Sales/Listings Ratio	67.34%	75.49%	80.95%	+5.47%
YTD Expired Listings	204	115	82	-28.7%
August Volume Sales	\$116,991,449	\$140,592,566	\$137,132,854	-2.46%
August Unit Sales	216	217	175	-19.35%
August New Listings	239	311	203	-34.73%
August Sales/Listings Ratio	90.38%	69.77%	86.21%	+16.43%
August Expired Listings	35	10	10	No change
YTD Sales: Under \$0-\$199K	4	5	3	-40%
YTD Sales: Under \$200K-\$349K	207	76	15	-80.26%
YTD Sales: Under \$350K-\$549K	772	609	374	-38.59%
YTD Sales: Under \$550K-\$749K	489	638	789	+23.67%
YTD Sales: Under \$750K-\$999K	141	208	609	+192.79%
YTD Sales: \$1M+	26	50	246	+392%
YTD Average Days-On-Market	25.5	20.25	11.88	-41.36%
YTD Average Sale Price	\$531,569	\$599,559	\$764,516	+27.51%
YTD Median Sale Price	\$509,750	\$575,500	\$705,950	+22.67%

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

AVERAGE SALE PRICE

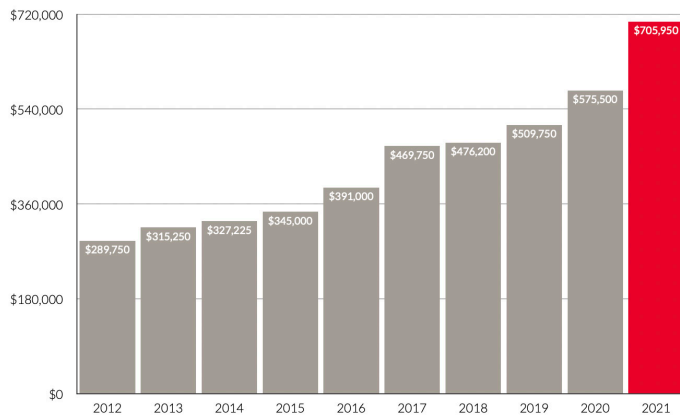


Year-Over-Year

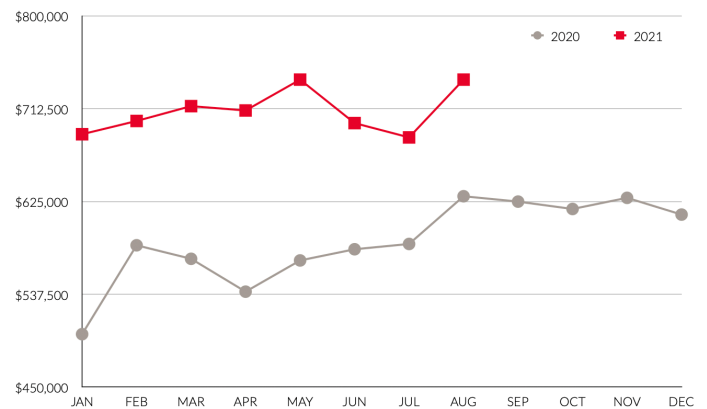


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



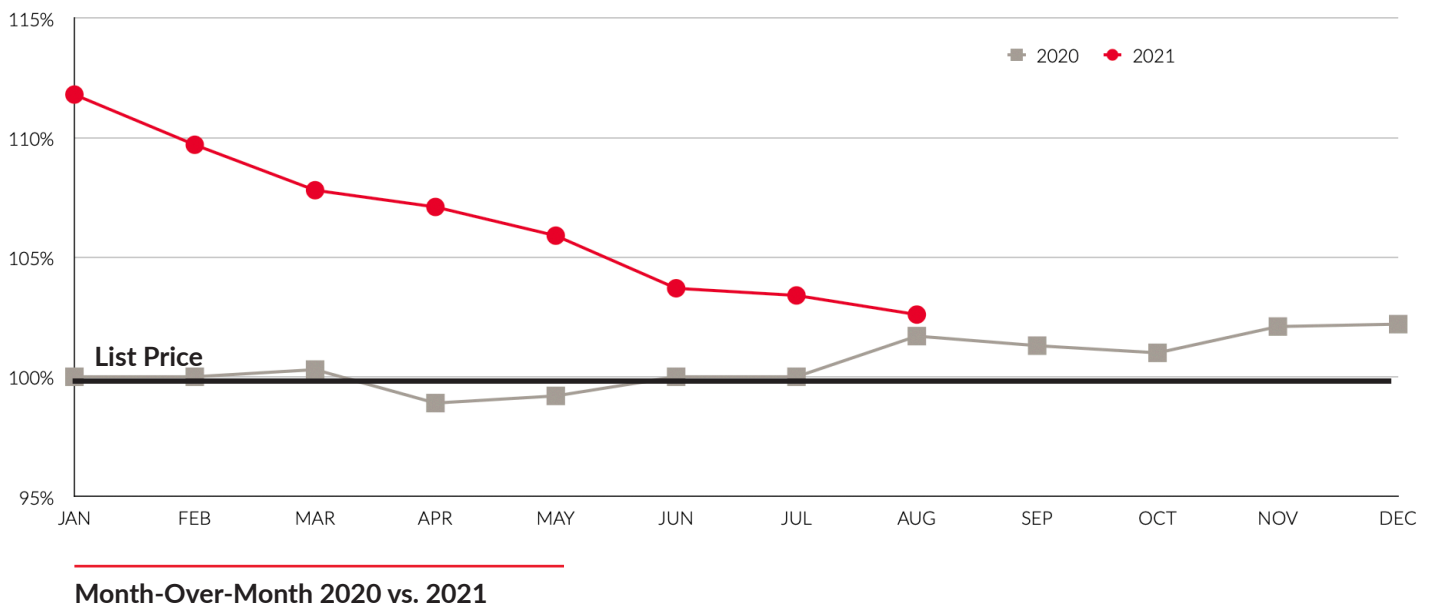
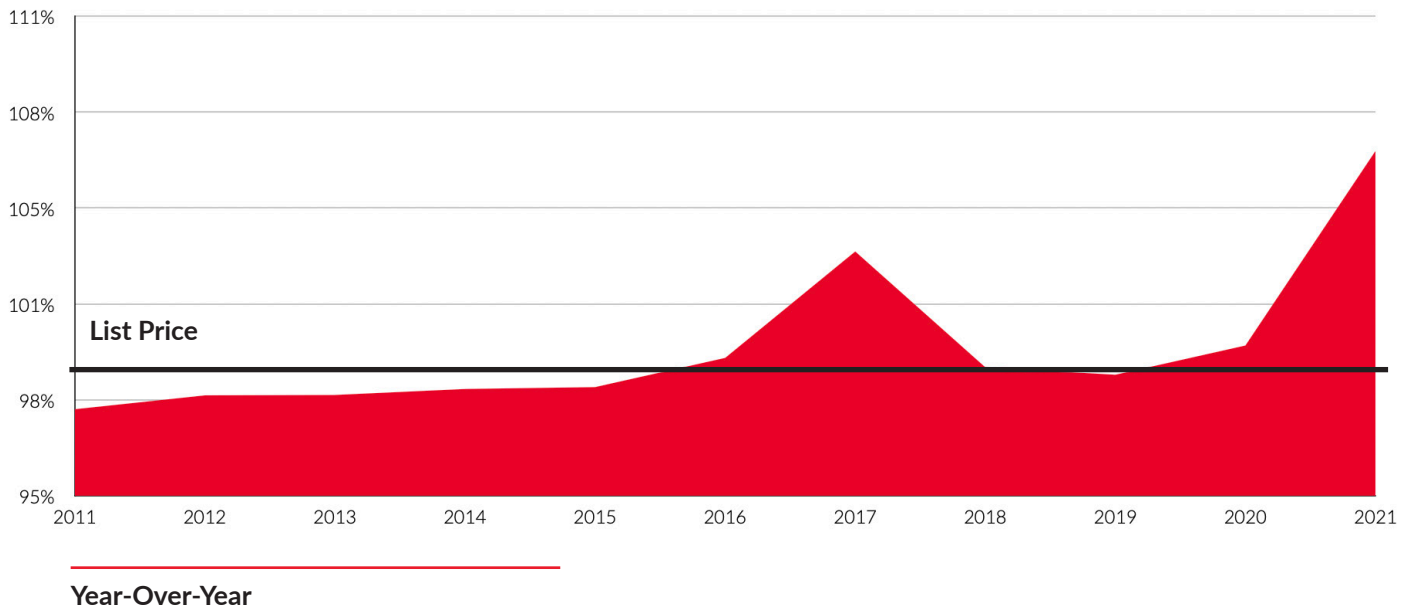
Year-Over-Year



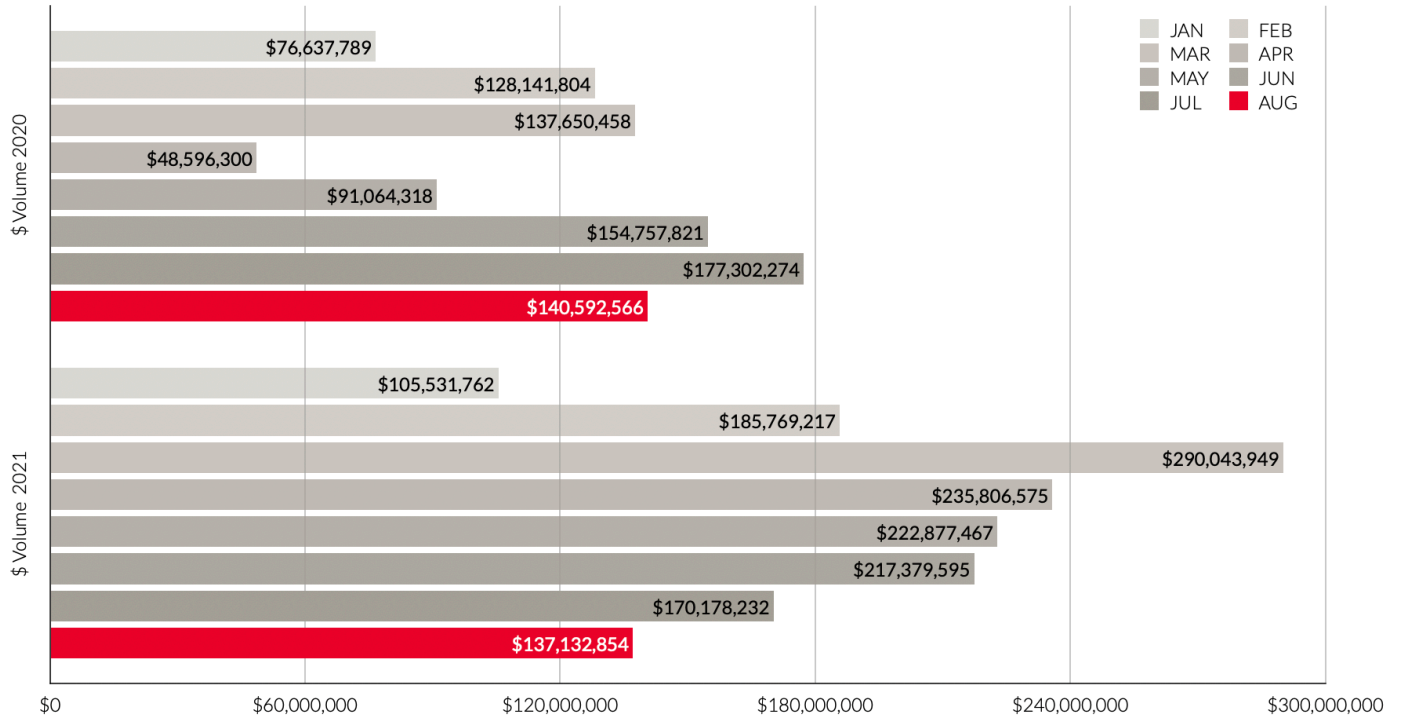
Month-Over-Month 2020 vs. 2021

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

SALE PRICE VS. LIST PRICE RATIO



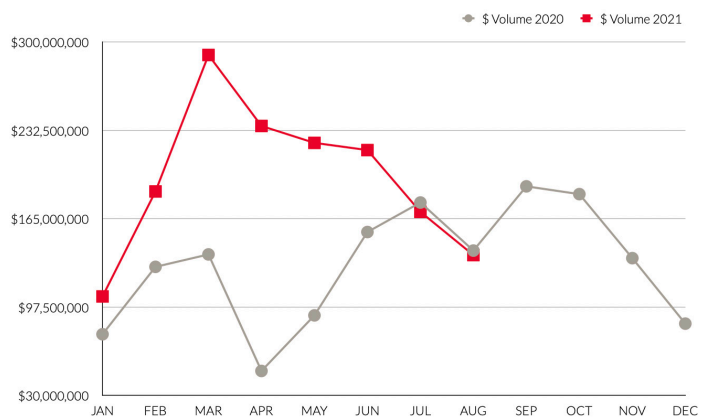
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

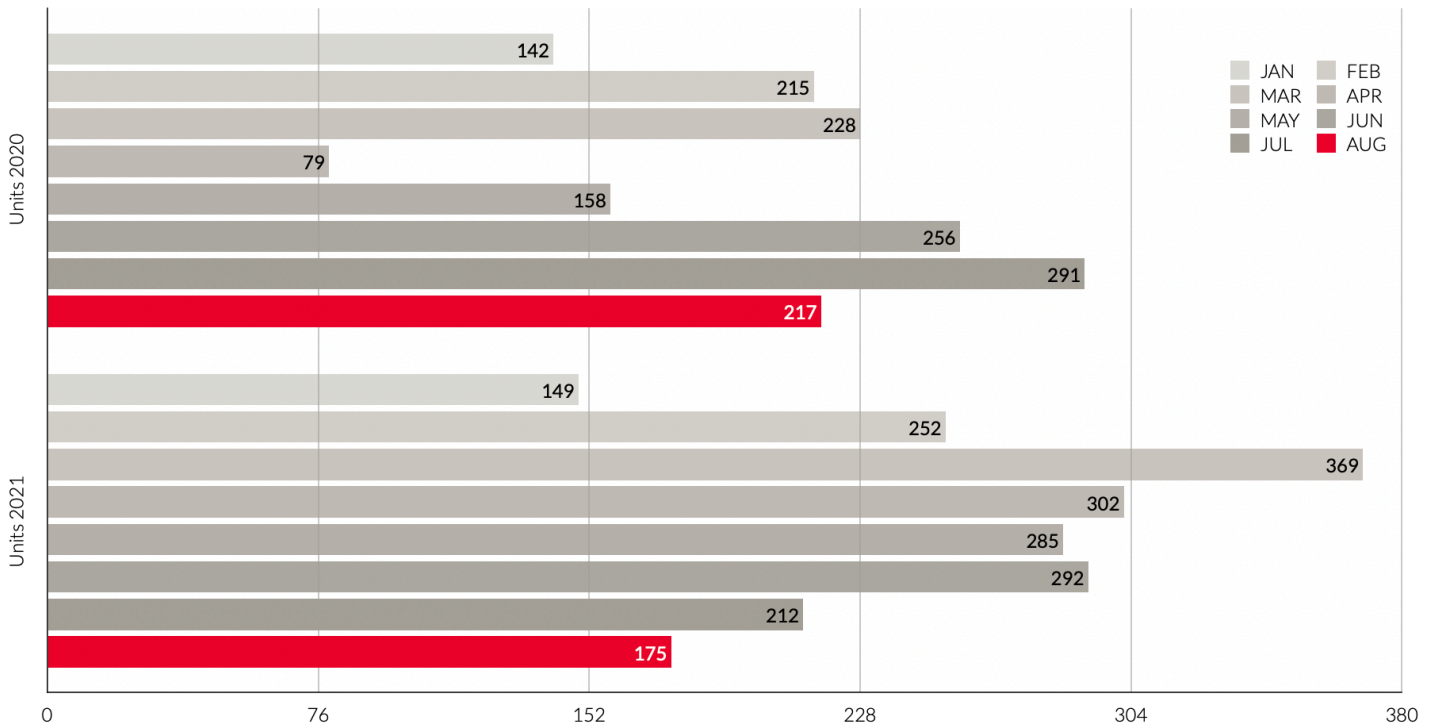


Yearly Totals 2020 vs. 2021

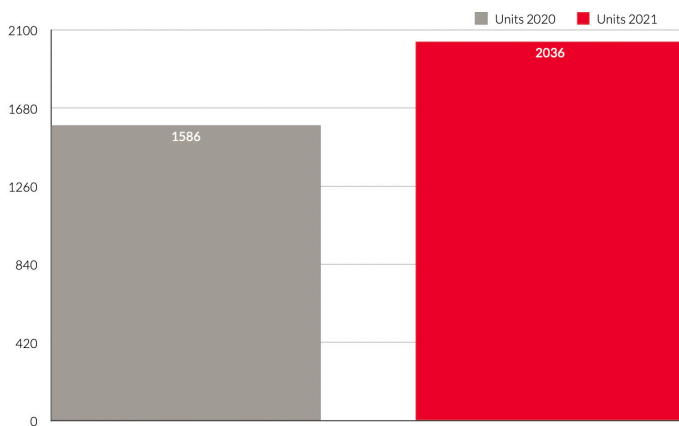


Month vs. Month 2020 vs. 2021

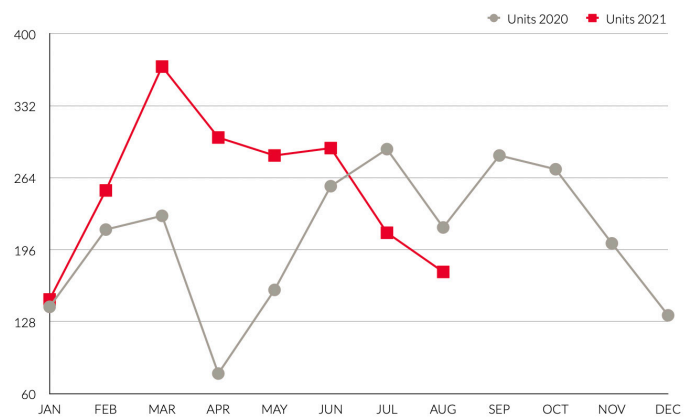
UNIT SALES



Monthly Comparison 2020 vs. 2021

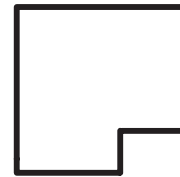

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

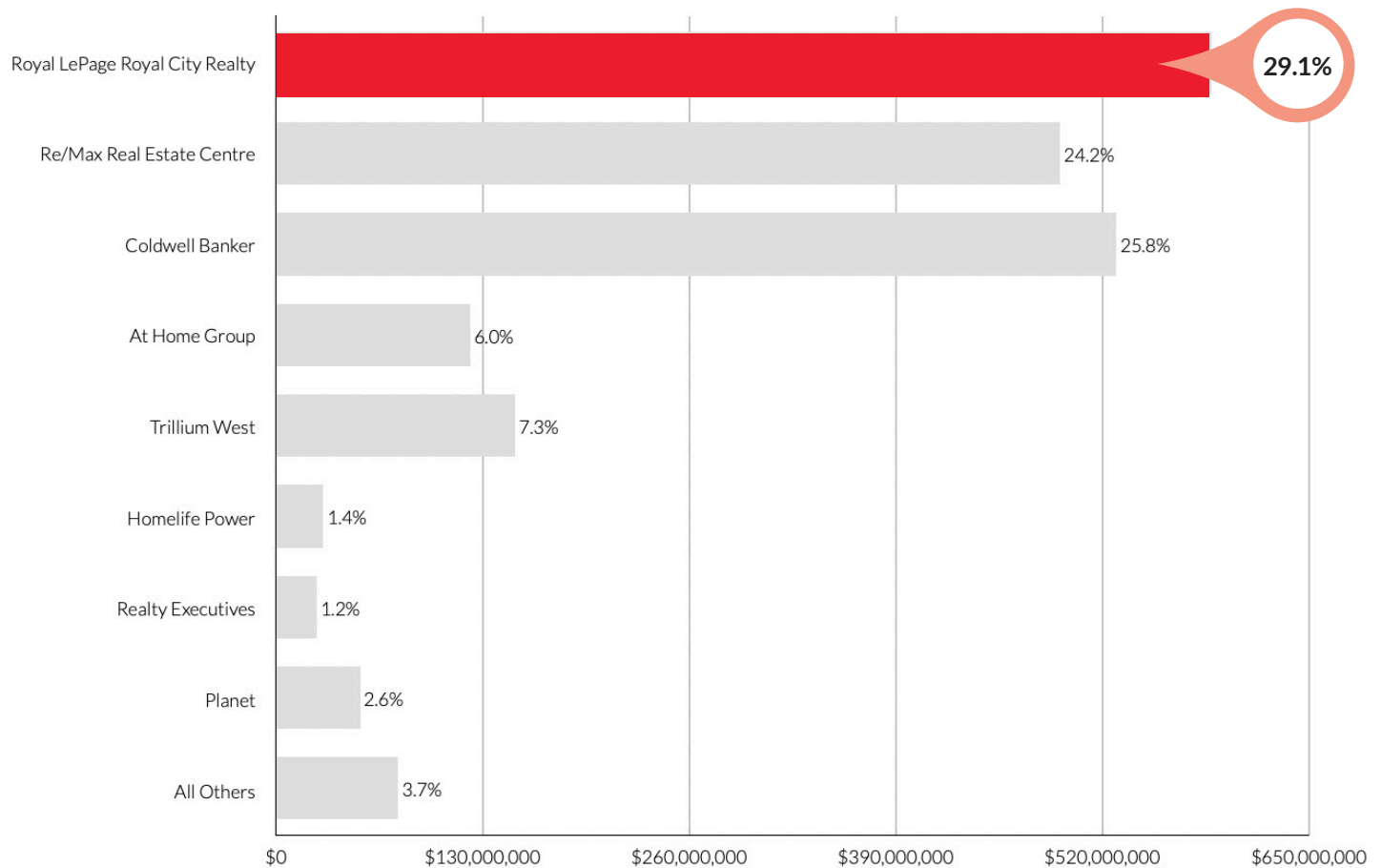


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,045,455,939 +57.3%	 \$397,623,851 +67.1%	 \$8,667,288 +226.5%
YTD Unit Sales	 1,242 +24.57%	 708 +34.35%	 11 +175%
YTD Average Sale Price	 \$841,752 +26.27%	 \$561,616 +24.38%	 \$787,935 +18.71%
August Sales Volume	 \$87,384,555 -11.82%	 \$36,720,897 +12.91%	 \$499,900 -59.4%
August Unit Sales	 102 -25%	 63 -8.7%	 1 -50%

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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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