



2021 **AUGUST**

GUELPH/ERAMOSA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

Despite Guelph/Eramosa's small sample size, sales volume has seen a rise this month, and demand for new listings remains strong. The average and median sales prices in this area have surpassed 1 million dollars which has led to an increase in sales volume, although new listings and overall sales activity has slowed this month. With homes staying on the market for shorter periods of time and inventory low, now is a great time to list in this seller's market.



August year-over-year sales volume of \$13,807,028

Up 5.11% from 2020's \$13,135,900 with unit sales of 12 down 20% from last August's 15. New listings of 16 are down 38.46% from a year ago, with the sales/listing ratio of 75% up 17.31%.



Year-to-date sales volume of \$174,630,974

Up 91.66% from 2020's \$91,114,136 with unit sales of 147 up 41.35% from last August's 104. New listings of 209 are up 35.71% from a year ago, with the sales/listing ratio of 70.33% up 2.8%.



Year-to-date average sale price of \$1,158,717

Up from \$838,849 one year ago with median sale price of \$1,051,750 up from \$748,750 one year ago. Average days-on-market of 16.38 is down 33.87 days from last year.

AUGUST NUMBERS

Median Sale Price

\$1,100,000

+41.03%

Sales Volume

\$13,807,028

+5.11%

Unit Sales

12

-20%

New Listings

16

-38.46%

Expired Listings

0

Down from 1

Unit Sales/Listings Ratio

75%

+17.31%

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

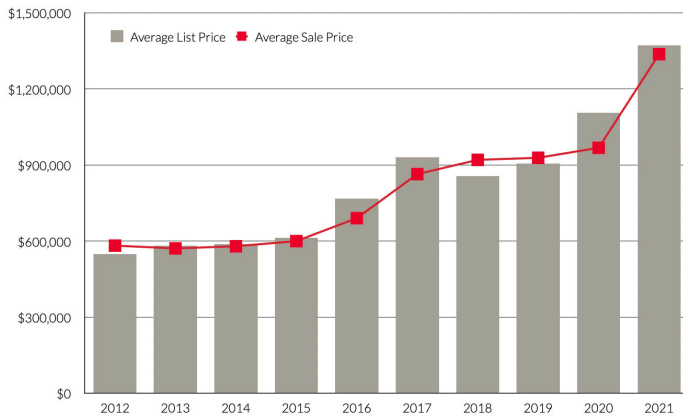


THE MARKET IN DETAIL

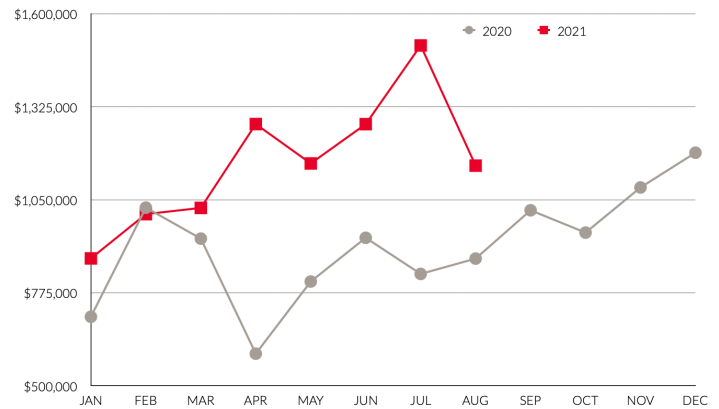
	2019	2020	2021	2020-2021
YTD Volume Sales	\$97,616,439	\$91,114,136	\$174,630,974	+91.66%
YTD Unit Sales	125	104	147	+41.35%
YTD New Listings	231	154	209	+35.71%
YTD Sales/Listings Ratio	54.11%	67.53%	70.33%	+2.8%
YTD Expired Listings	47	22	4	-81.82%
August Volume Sales	\$14,425,900	\$13,135,900	\$13,807,028	+5.11%
August Unit Sales	19	15	12	-20%
August New Listings	20	26	16	-38.46%
August Sales/Listings Ratio	95%	57.69%	75%	+17.31%
August Expired Listings	11	1	0	Down from 1
YTD Sales: Under \$0-\$199K	0	0	0	No change
YTD Sales: Under \$200K-\$349K	4	2	0	Down from 2
YTD Sales: Under \$350K-\$549K	16	12	6	-50%
YTD Sales: Under \$550K-\$749K	53	30	17	-43.33%
YTD Sales: Under \$750K-\$999K	31	38	29	+2.63%
YTD Sales: \$1M+	21	23	85	+269.57%
YTD Average Days-On-Market	48.25	50.25	16.38	-67.41%
YTD Average Sale Price	\$804,638	\$838,849	\$1,158,717	+38.13%
YTD Median Sale Price	\$723,750	\$748,750	\$1,051,750	+40.47%

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

AVERAGE SALE PRICE

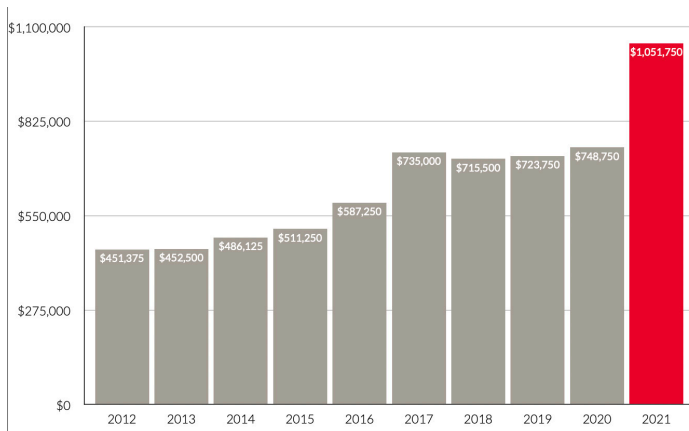


Year-Over-Year

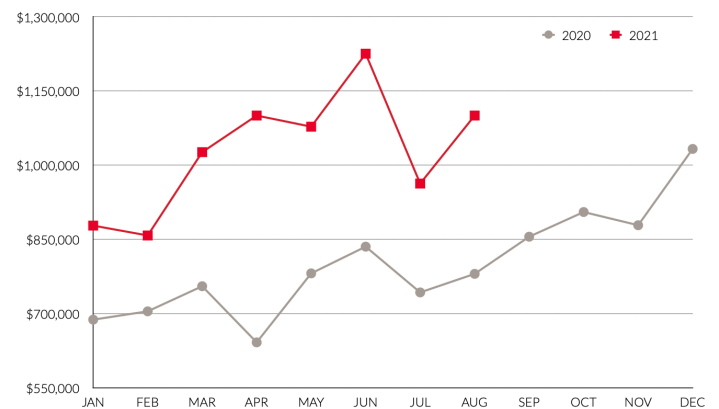


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



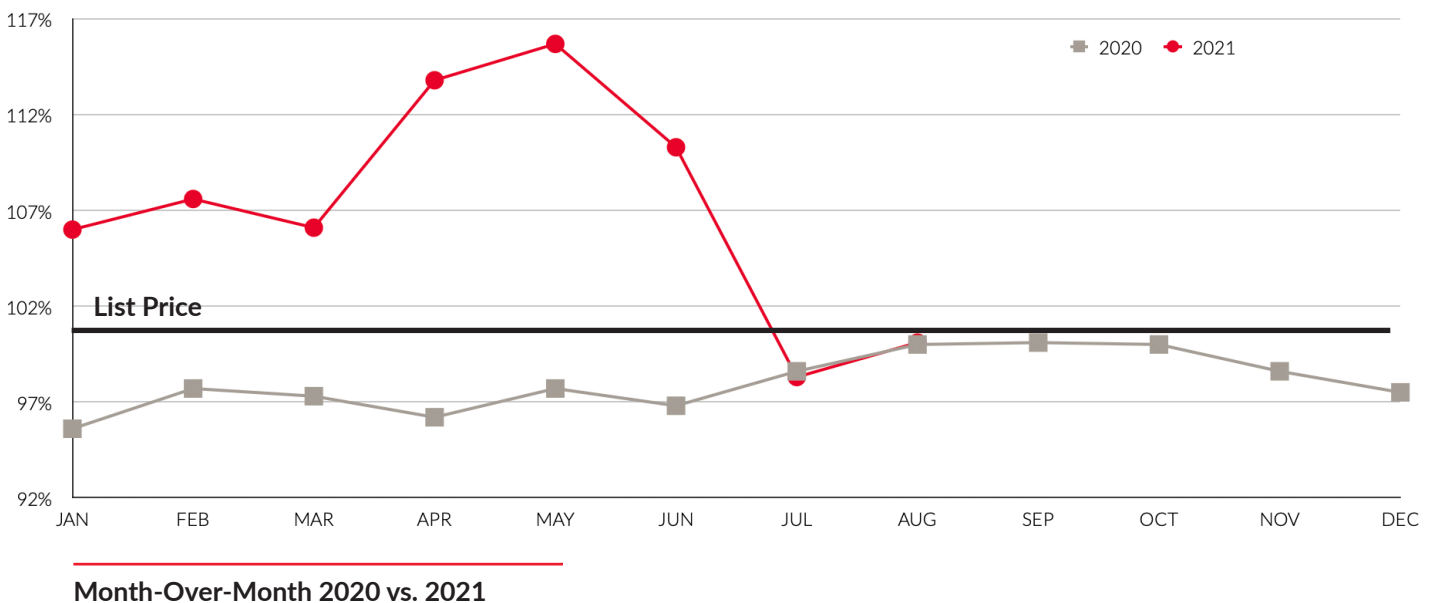
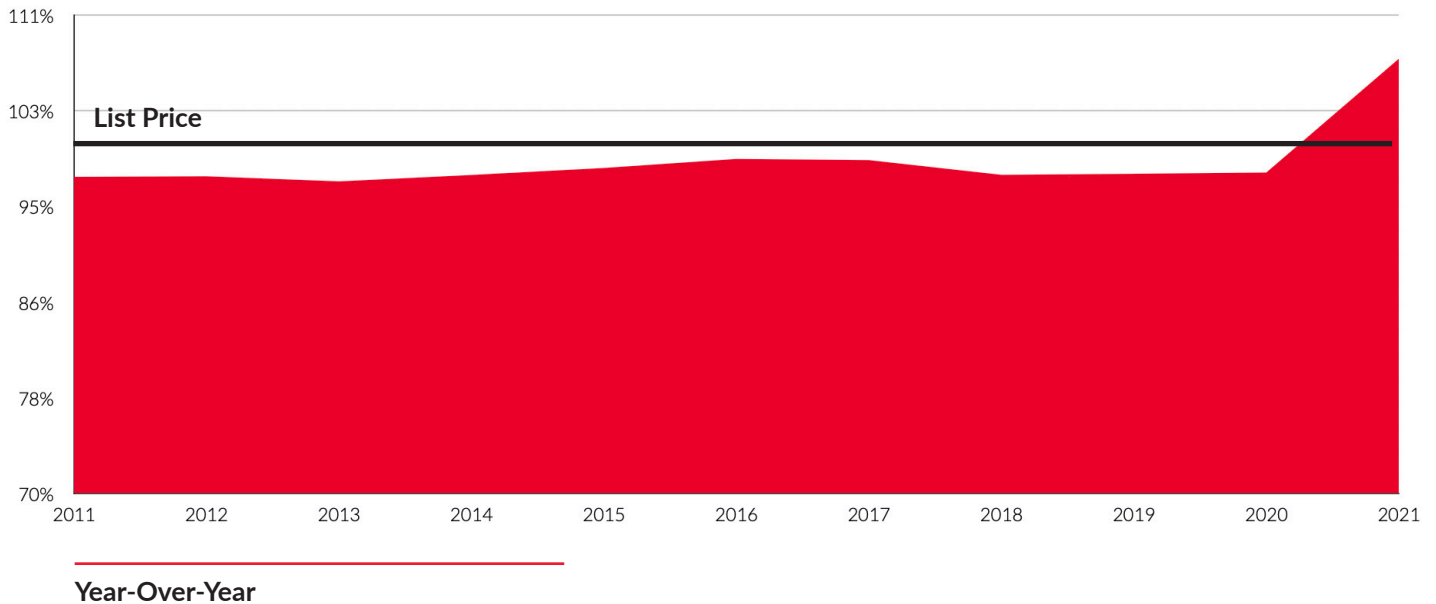
Year-Over-Year



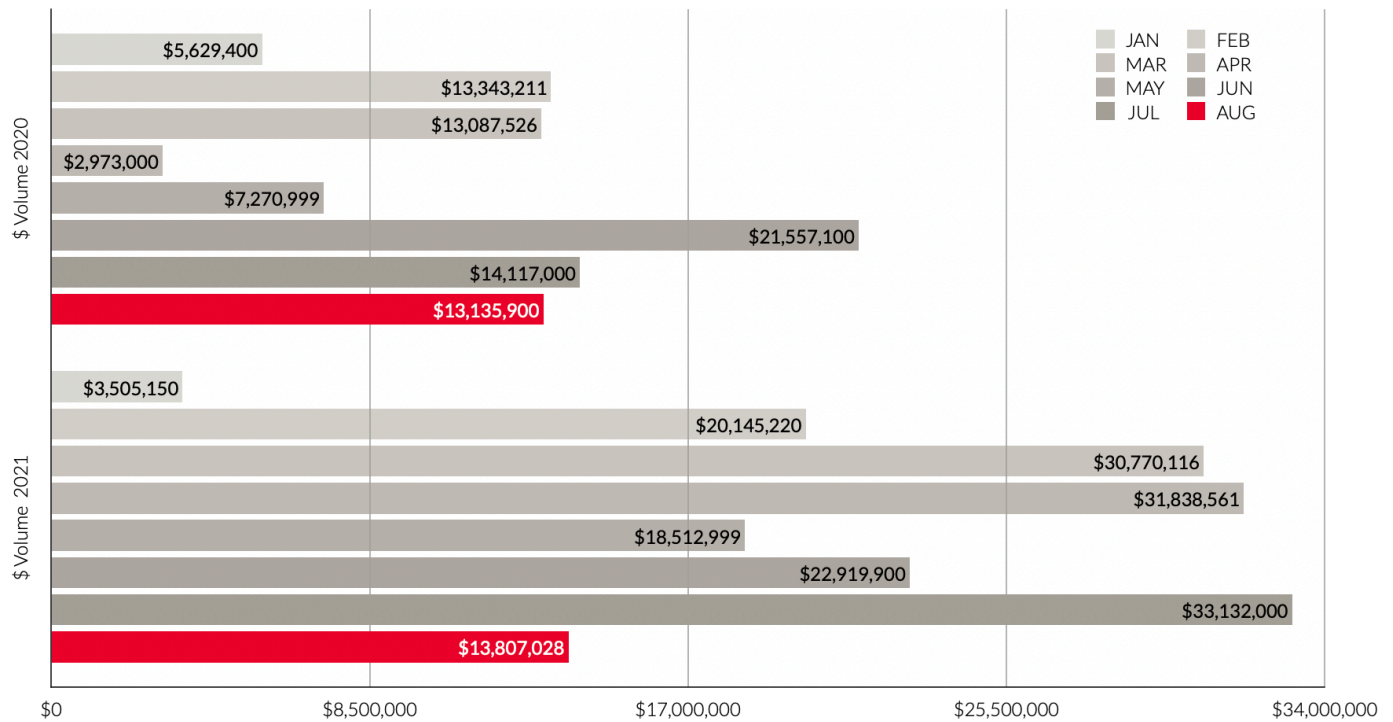
Month-Over-Month 2020 vs. 2021

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

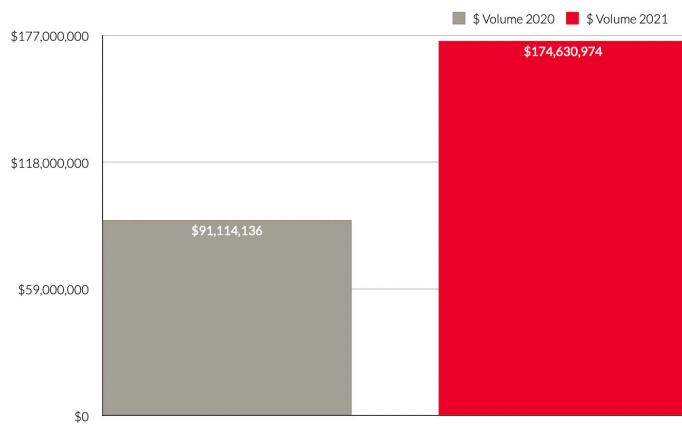
SALE PRICE VS. LIST PRICE RATIO



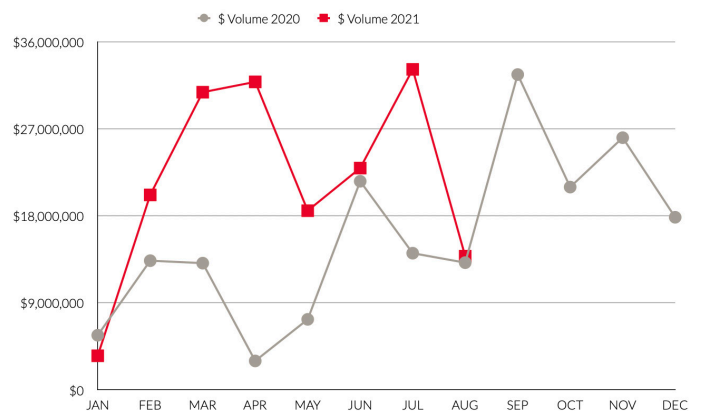
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

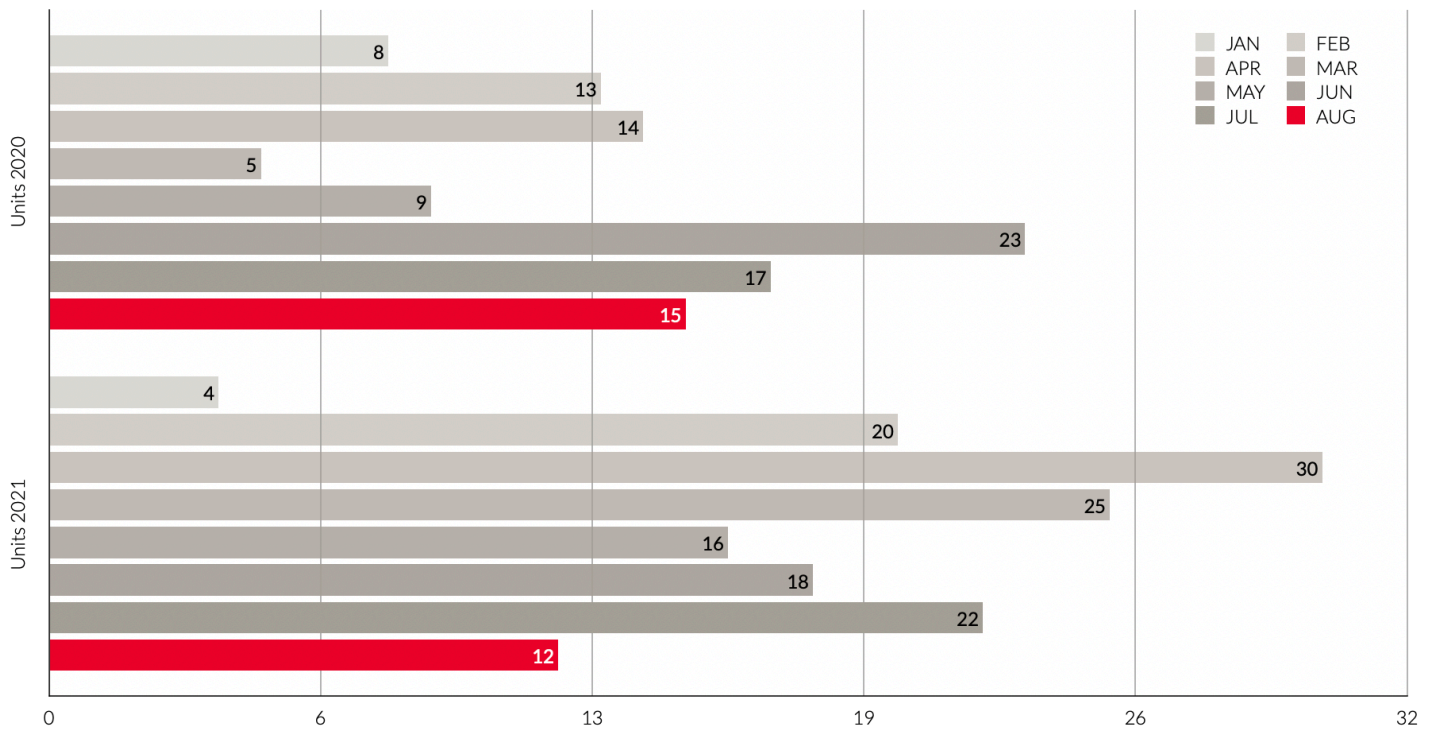


Yearly Totals 2020 vs. 2021

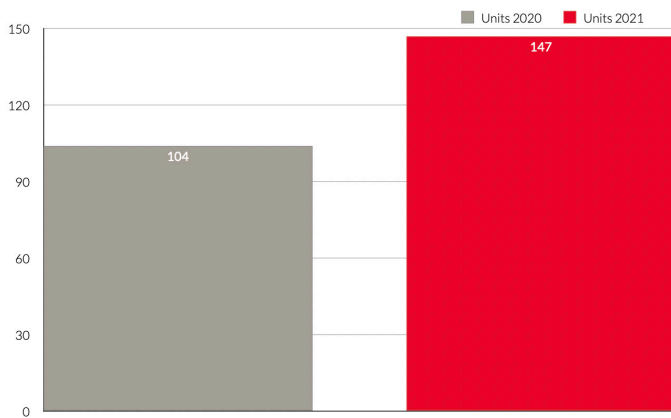


Month vs. Month 2020 vs. 2021

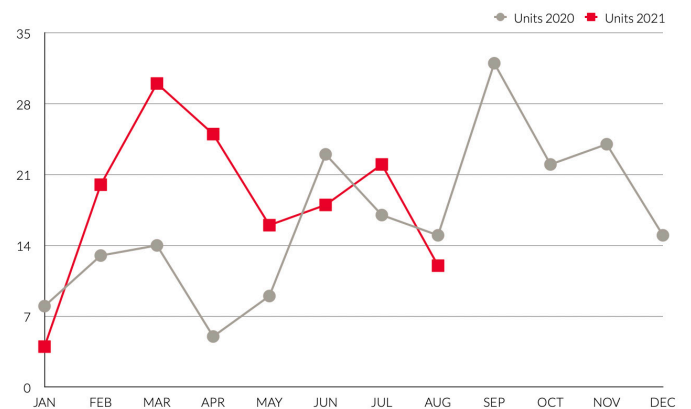
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE


















FREEHOLD



CONDOMINIUM



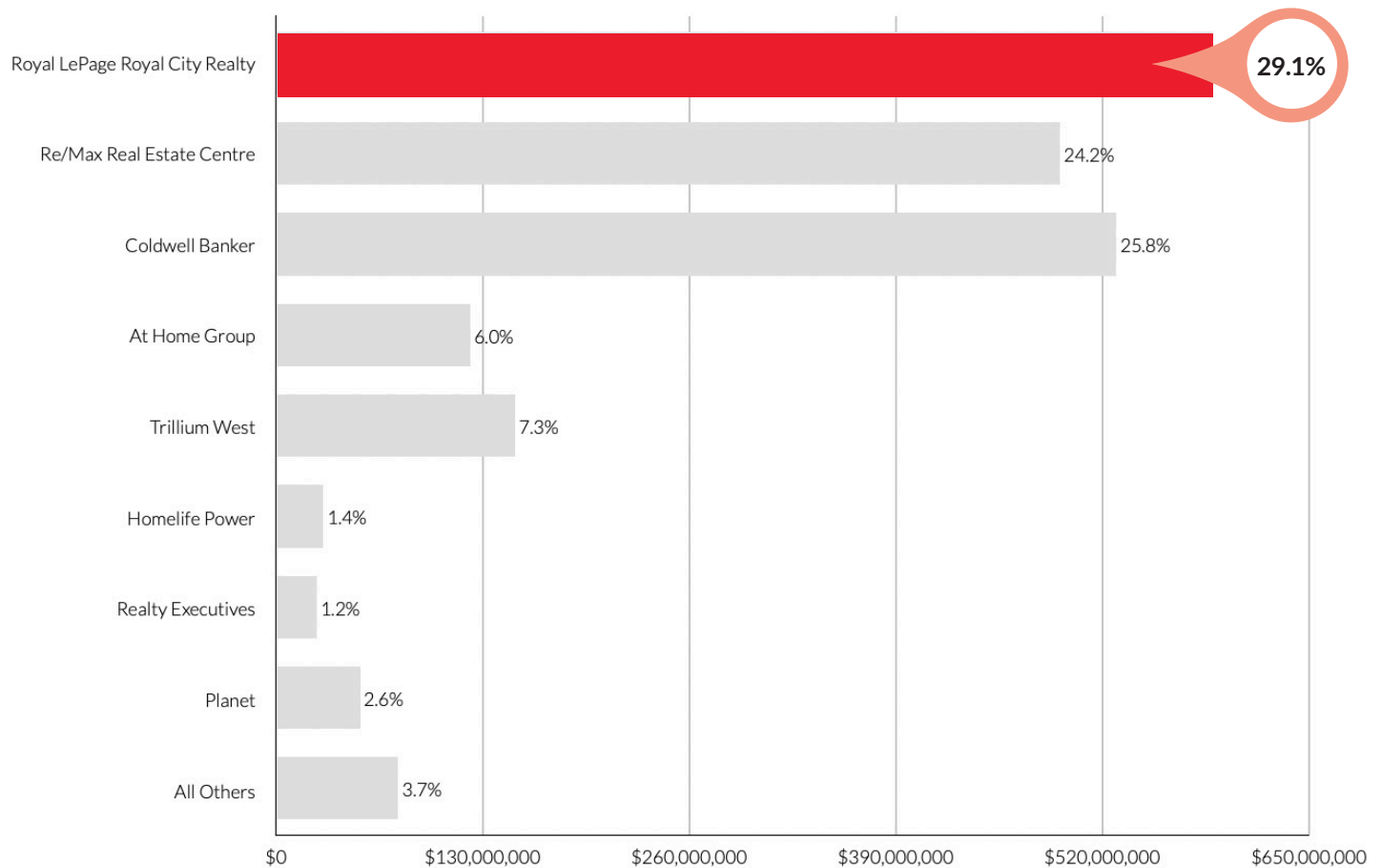
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$141,657,238 +96.71%	 \$9,924,678 +19.02%	 \$1,020,000 -60.23%
YTD Unit Sales	 123 +53.75%	 15 +15.38%	 2 -33.33%
YTD Average Sale Price	 \$1,151,685 +27.94%	 \$661,645 +3.15%	 \$510,000 -108.54%
August Sales Volume	 \$8,060,000 -25.9%	 \$802,028 +138.7%	 \$1,020,000 Up from \$0
August Unit Sales	 8 -33.33%	 1 No change	 2 Up from 0

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



MARKET DOMINANCE

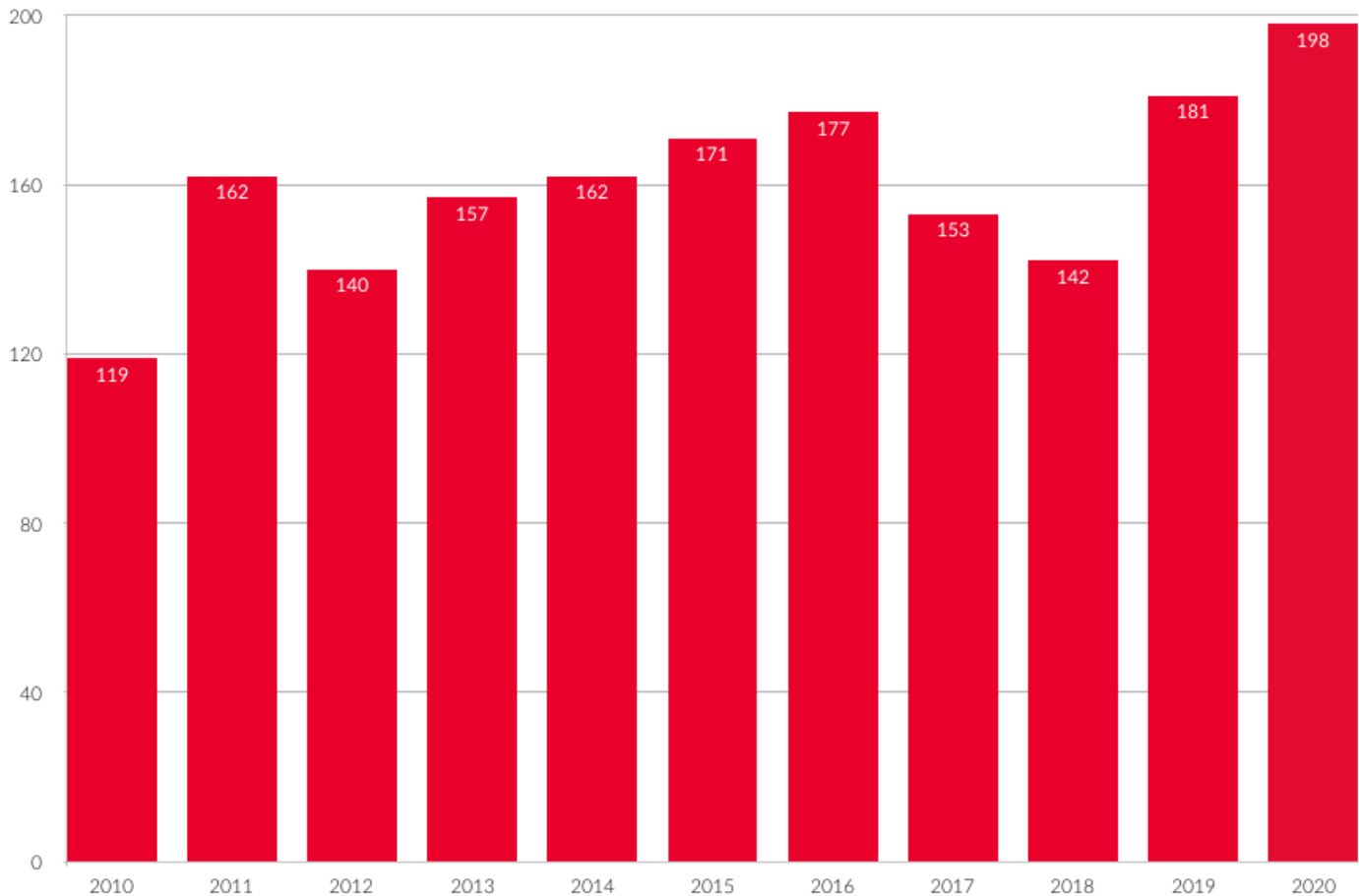


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
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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