



2021 SEPTEMBER

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The City of Guelph continues to show strong demand for homes as we wrap up Q3. Sales activity is being held back by a lack of listing activity this month, which has led to a slight decrease in sales volume and unit sales. Low inventory and a competitive market where homes are remaining on the market for fewer days has resulted in a continuing rise in sales prices with no signs of slowing down.



September year-over-year sales volume of \$146,130,210

Down 22.95% from 2020's \$189,661,748 with unit sales of 191 down 32.98% from last September's 285. New listings of 237 are down 33.98% from a year ago, with the sales/listing ratio of 80.59% up 1.2%.



Year-to-date sales volume of \$1,710,849,861

Up 49.5% from 2020's \$1,144,405,078 with unit sales of 2,227 up 19.03% from 2020's 1,871. New listings of 2,752 are up 11.87% from a year ago, with the sales/listing ratio of 80.92% up 4.87%.



Year-to-date average sale price of \$764,578

Up from \$606,883 one year ago with median sale price of \$710,900 up from \$580,000 one year ago. Average days-on-market of 12.11 is down 8.22 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$750,400

+20.07%

Sales Volume

\$146,130,210

-2.46%

Unit Sales

191

-32.98%

New Listings

237

-33.98%

Expired Listings

8

-42.86%

Unit Sales/Listings Ratio

80.59%

+1.2%

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



THE MARKET IN DETAIL

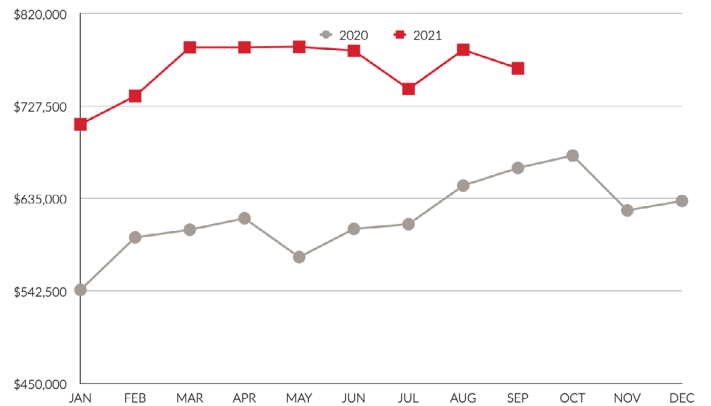
	2019	2020	2021	2020-2021
YTD Volume Sales	\$976,154,154	\$1,144,405,078	\$1,710,849,861	+63.89%
YTD Unit Sales	1,820	1,871	2,227	+19.03%
YTD New Listings	2,759	2,460	2,752	+11.87%
YTD Sales/Listings Ratio	65.97%	76.06%	80.92%	+54.87%
YTD Expired Listings	255	129	90	-30.23%
September Volume Sales	\$99,205,311	\$189,661,748	\$146,130,210	-22.95%
September Unit Sales	181	285	191	+32.98%
September New Listings	325	359	237	-33.98%
September Sales/Listings Ratio	55.69%	79.39%	80.59%	+1.2%
September Expired Listings	51	14	8	-42.86%
YTD Sales: \$0-\$199K	4	6	4	-41.3%
YTD Sales: \$200K-\$349K	229	95	19	-80%
YTD Sales: \$350K-\$549K	853	690	405	-41.3%
YTD Sales: \$550K-\$749K	543	754	845	+12.07%
YTD Sales: \$750K-\$999K	161	257	688	+167.7%
YTD Sales: \$1M+	30	66	275	+316.7%
YTD Average Days-On-Market	25.78	20.33	12.11	-40.44%
YTD Average Sale Price	\$533,406	\$606,883	\$764,578	+25.98%
YTD Median Sale Price	\$511,500	\$580,000	\$710,900	+22.57%

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

AVERAGE SALE PRICE

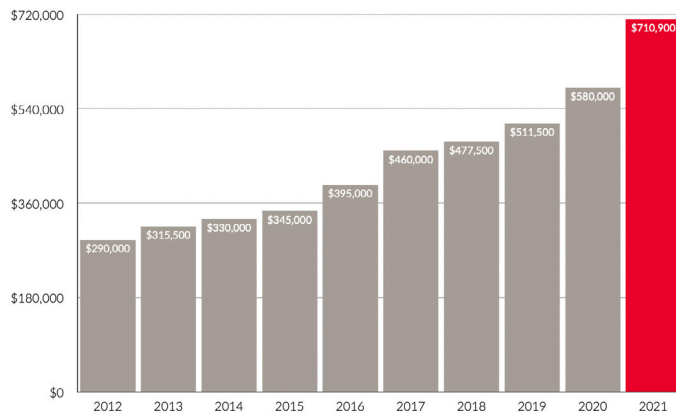


Year-Over-Year

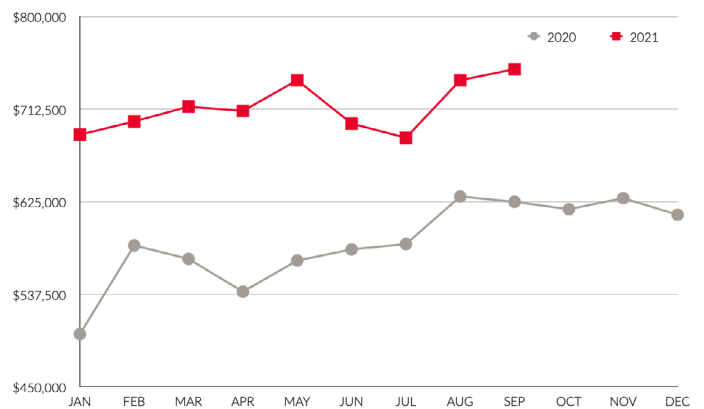


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



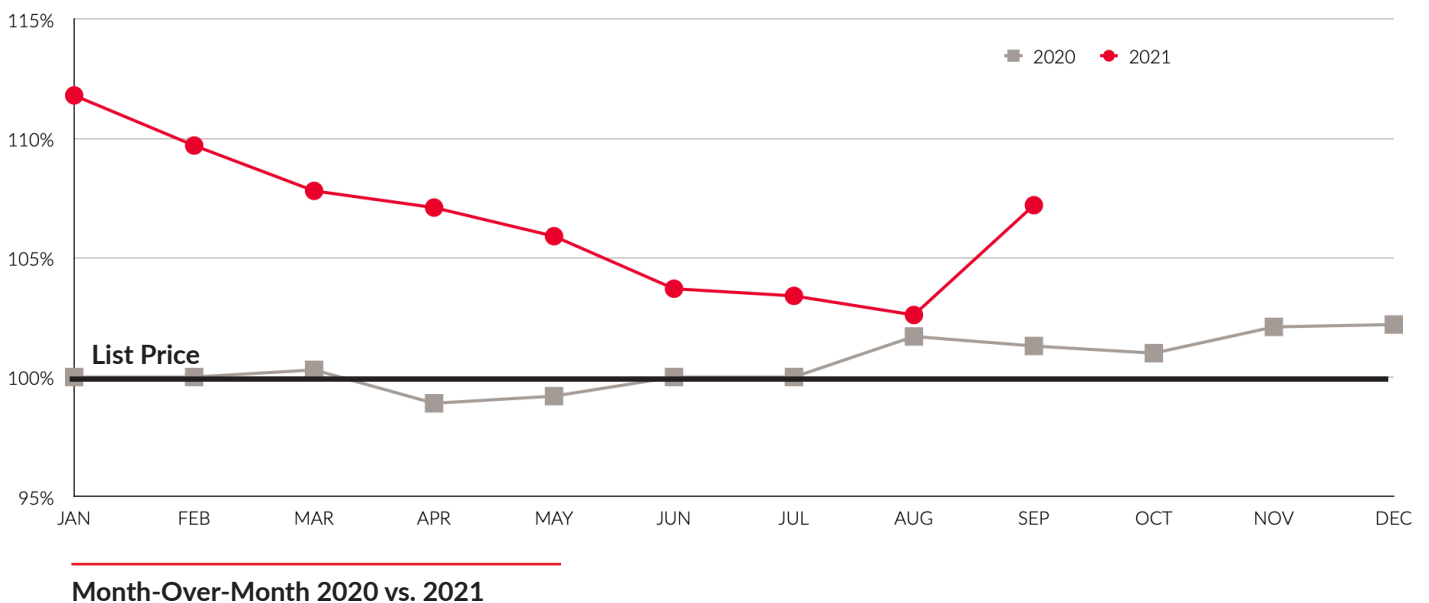
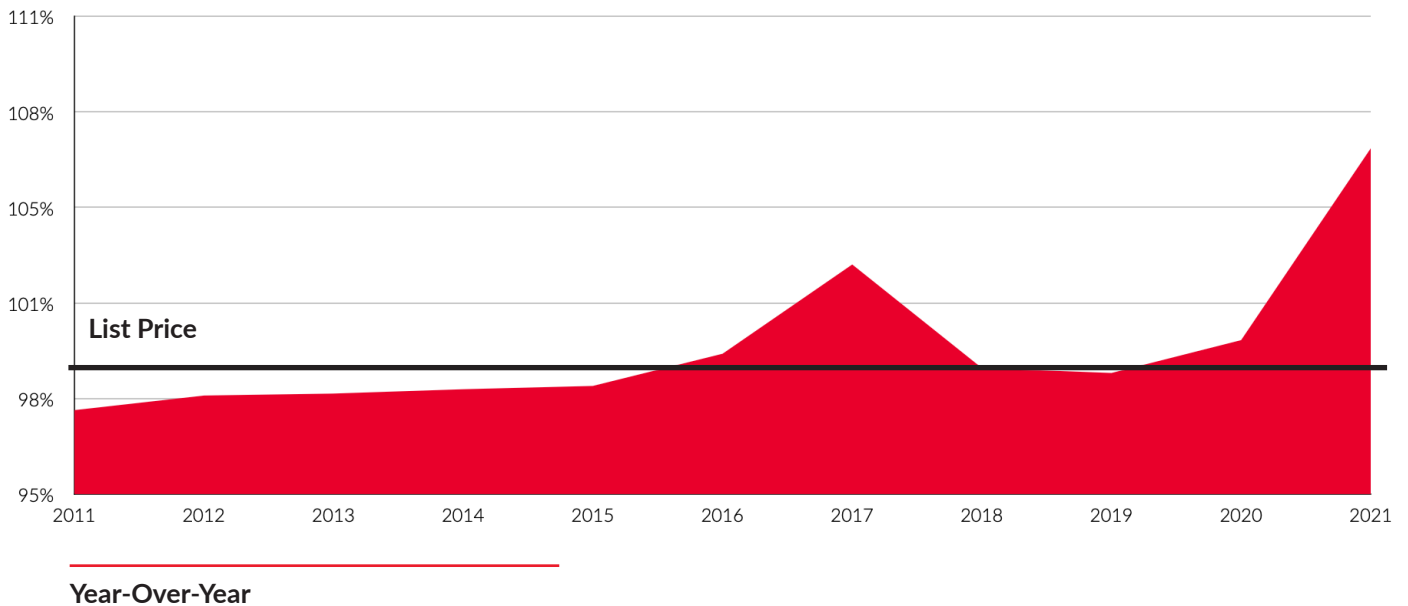
Year-Over-Year



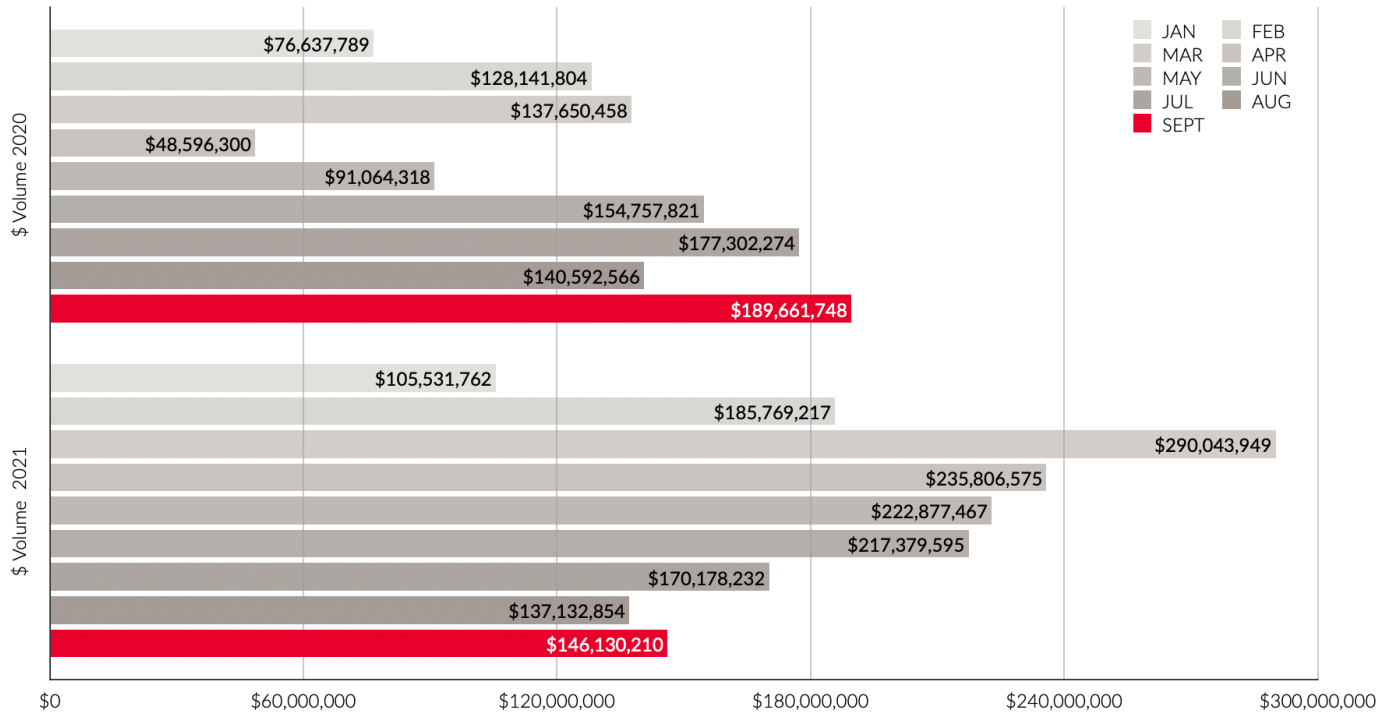
Month-Over-Month 2020 vs. 2021

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

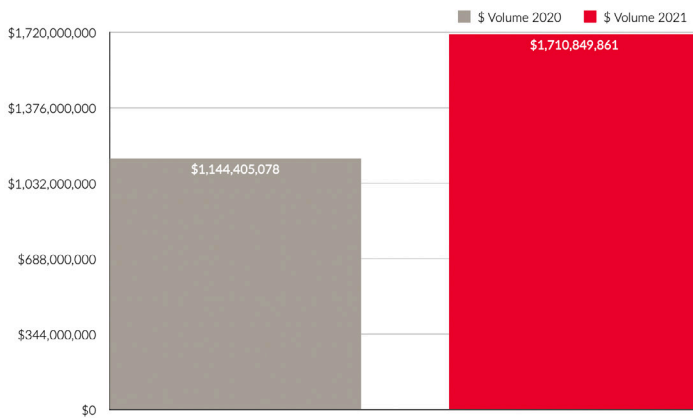
SALE PRICE VS. LIST PRICE RATIO



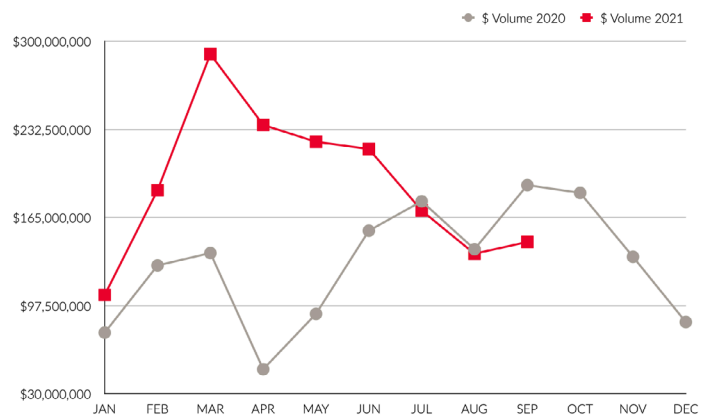
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

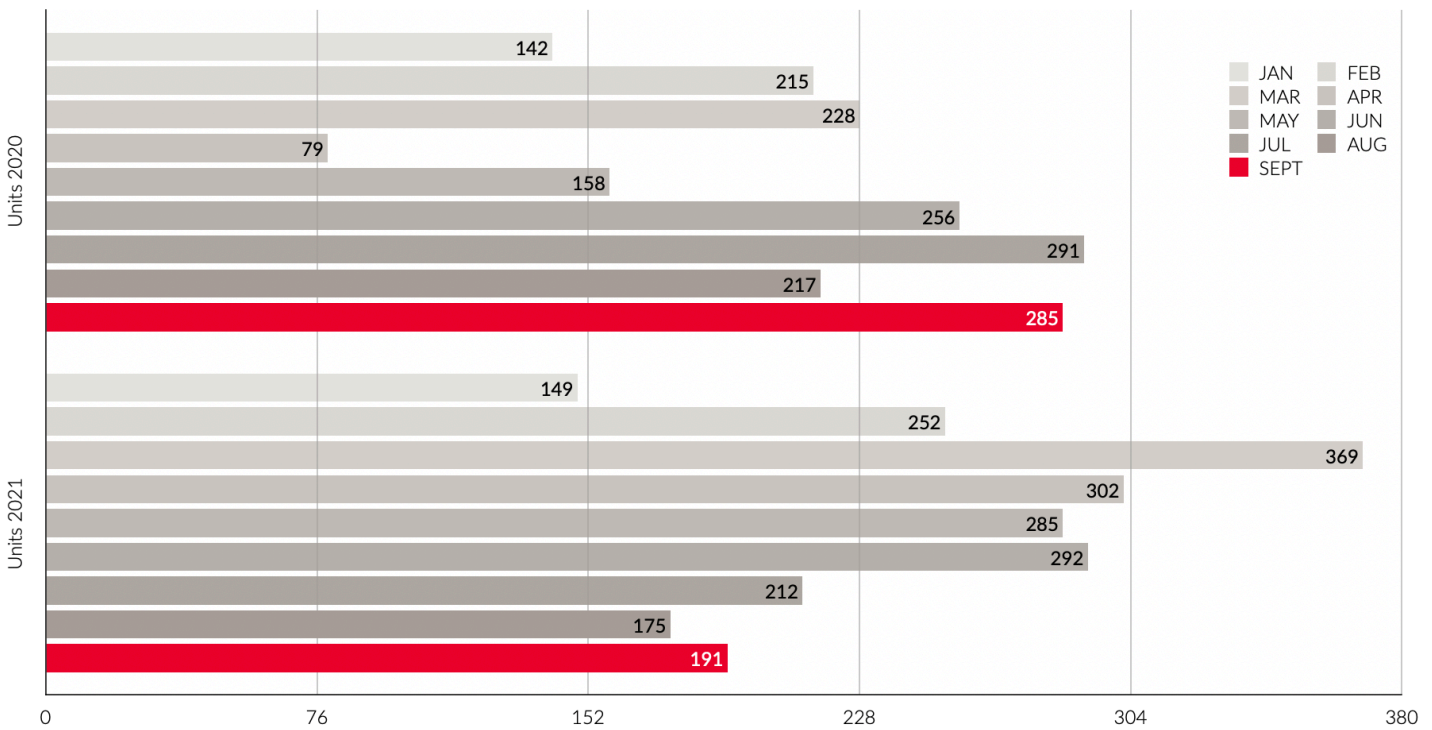


Yearly Totals 2020 vs. 2021

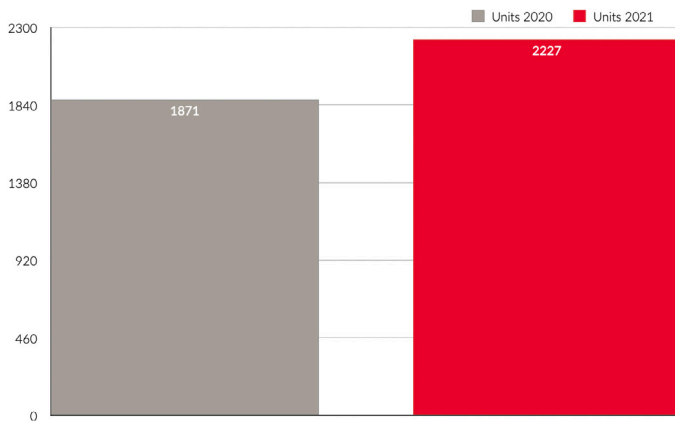


Month vs. Month 2020 vs. 2021

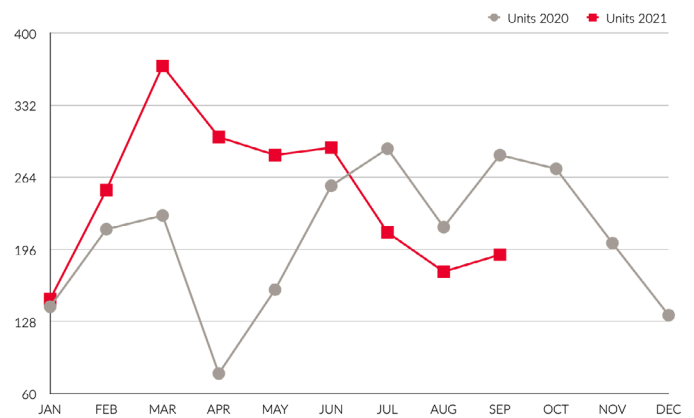
UNIT SALES



Monthly Comparison 2020 vs. 2021

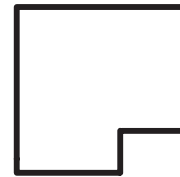

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

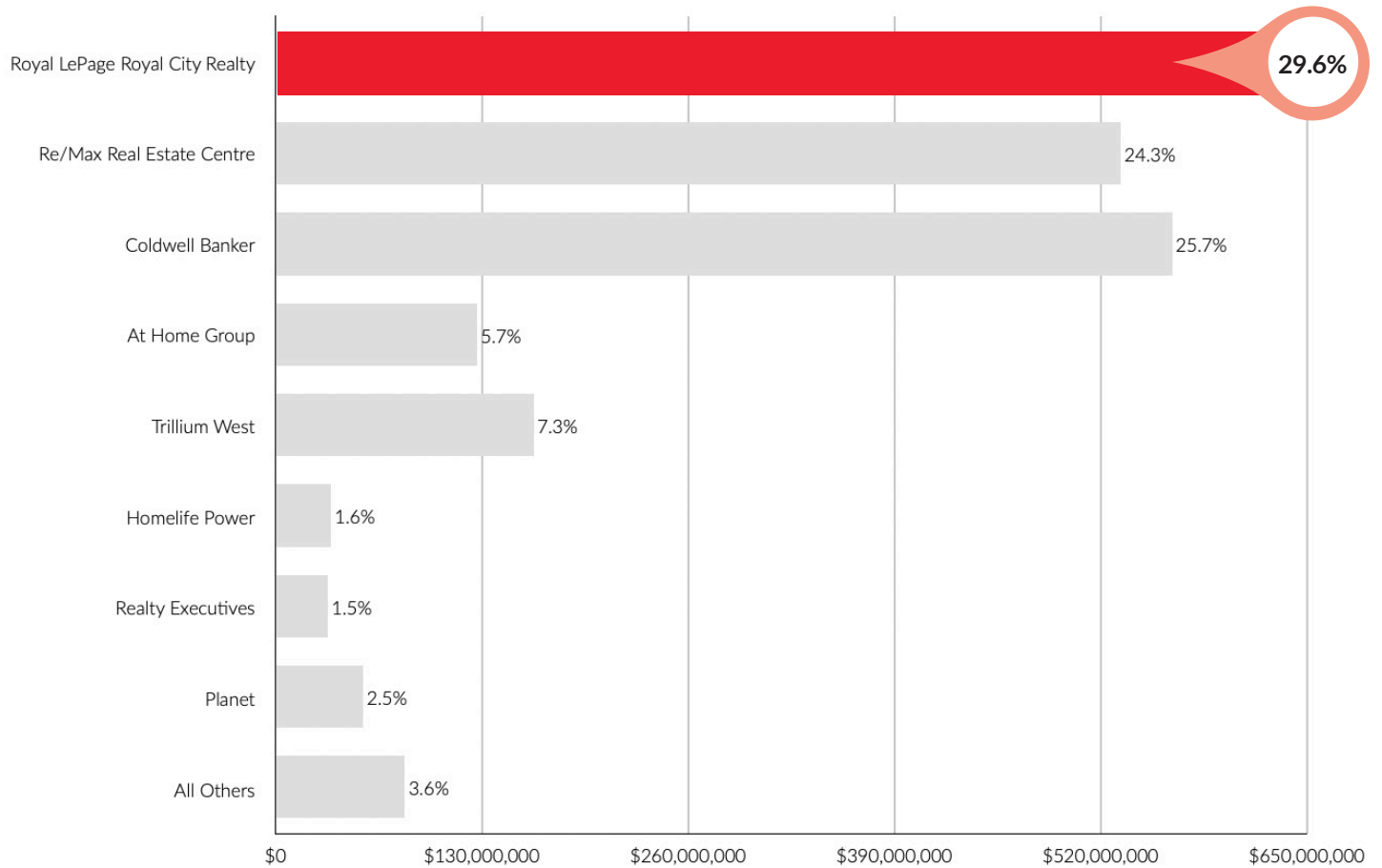


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,150,220,561 +45.41%	 \$434,328,539 +51.74%	 \$9,518,288 +258.5%
YTD Unit Sales	 1,360 +16.04%	 775 +24.6%	 12 +200%
YTD Average Sale Price	 \$845,750 +25.31%	 \$560,424 +21.79%	 \$793,190.67 +19.5%
September Sales Volume	 \$104,764,622 -17.12%	 \$36,704,688 -23.96%	 \$851,000 Up from 0
September Unit Sales	 118 -32.57%	 67 -29.47%	 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
September 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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