



2021 SEPTEMBER

GUELPH/ERAMOSA

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The real estate market in Guelph/Eramosa shows a continued increase in the sales prices of homes, pushing the median/average sales prices to over 1 million. Although sales activity has seen a decrease this month, inventory is keeping up with demand and a healthy batch of new listings has hit the market this month. With higher sale prices and average days-on-market steadily decreasing, we can expect a competitive market amongst buyers in the coming months.



September year-over-year sales volume of \$14,205,501

Down 56.42% from 2020's \$32,596,430 with unit sales of 14 down 56.25% from last September's 32. New listings of 30 are down 6.25% from a year ago, with the sales/listing ratio of 46.67% down 53.33%.



Year-to-date sales volume of \$188,836,475

Up 52.64% from 2020's \$123,710,566 with unit sales of 161 up 18.38% from last September's 136. New listings of 239 are up 28.49% from a year ago, with the sales/listing ratio of 67.36% down 5.75%.



Year-to-date average sale price of \$1,142,713

Up from \$858,826 one year ago with median sale price of \$1,077,500 up from \$755,000 one year ago. Average days-on-market of 17.11 is down 32.33 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,160,000

+35.66%

Sales Volume

\$14,205,501

-56.42%

Unit Sales

14

-56.25%

New Listings

30

-6.25%

Expired Listings

2

No Change

Unit Sales/Listings Ratio

46.67%

-53.33%

Year-over-year comparison

(September 2021 vs. September 2020)

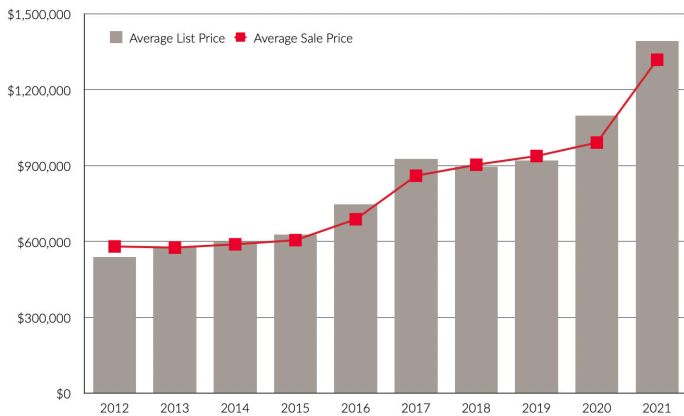


THE MARKET IN DETAIL

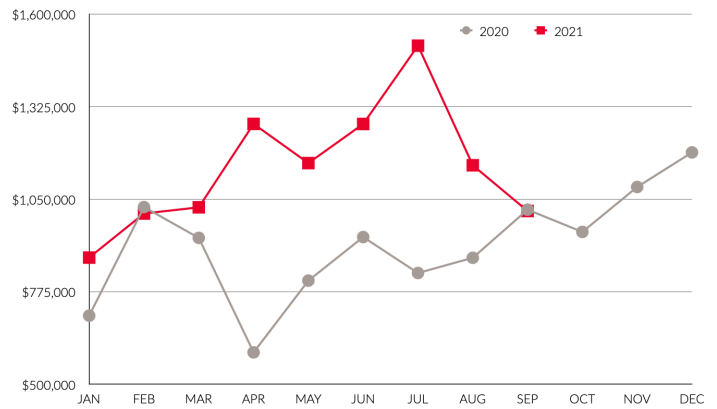
	2019	2020	2021	2020-2021
YTD Volume Sales	\$107,269,789	\$123,710,566	\$188,836,475	+52.64%
YTD Unit Sales	136	136	161	+18.38%
YTD New Listings	273	186	239	+28.49%
YTD Sales/Listings Ratio	49.82%	73.12%	67.36%	-5.75%
YTD Expired Listings	50	24	6	-75%
September Volume Sales	\$9,653,350	\$32,596,430	\$14,205,501	-56.42%
September Unit Sales	11	32	14	-56.25%
September New Listings	42	32	23	-6.25%
September Sales/Listings Ratio	26.19%	100%	46.67%	-53.33%
September Expired Listings	3	2	2	No Change
YTD Sales: \$0-\$199K	0	0	0	No change
YTD Sales: \$200K-\$349K	4	3	0	Down from 3
YTD Sales: \$350K-\$549K	16	12	8	-33.33%
YTD Sales: \$550K-\$749K	56	35	19	-45.71%
YTD Sales: \$750K-\$999K	36	55	42	-23.64%
YTD Sales: \$1M+	24	32	92	+187.5%
YTD Average Days-On-Market	47.56	49.44	17.11	-34.6%
YTD Average Sale Price	\$812,742	\$858,826	\$1,142,713	+33.06%
YTD Median Sale Price	\$740,000	\$755,000	\$1,077,500	+42.72%

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

AVERAGE SALE PRICE

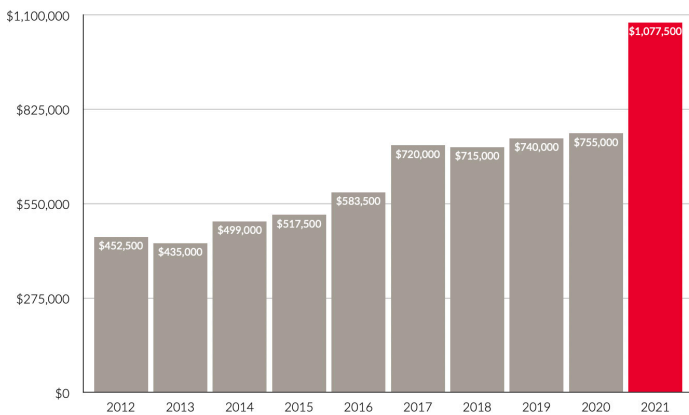


Year-Over-Year

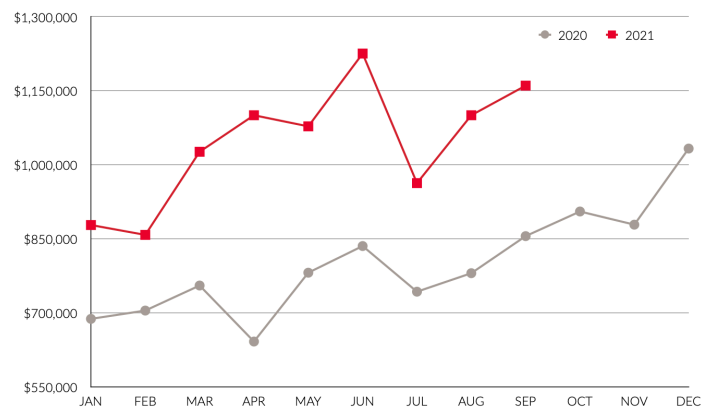


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



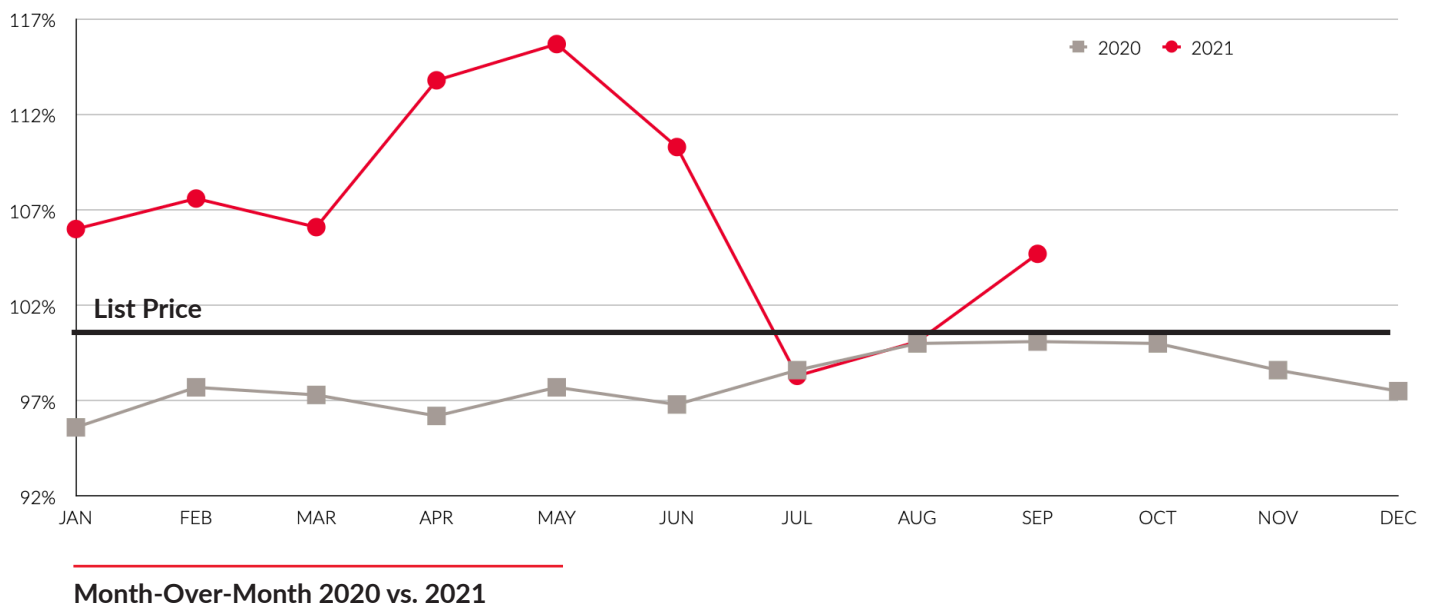
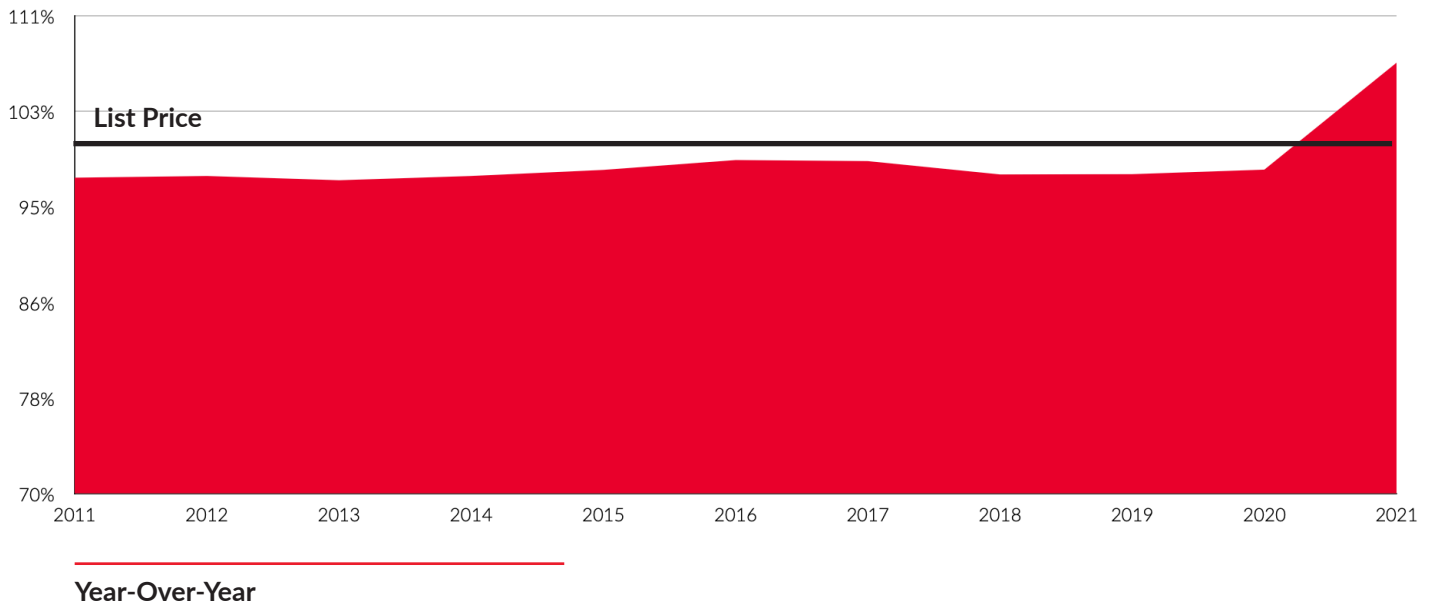
Year-Over-Year



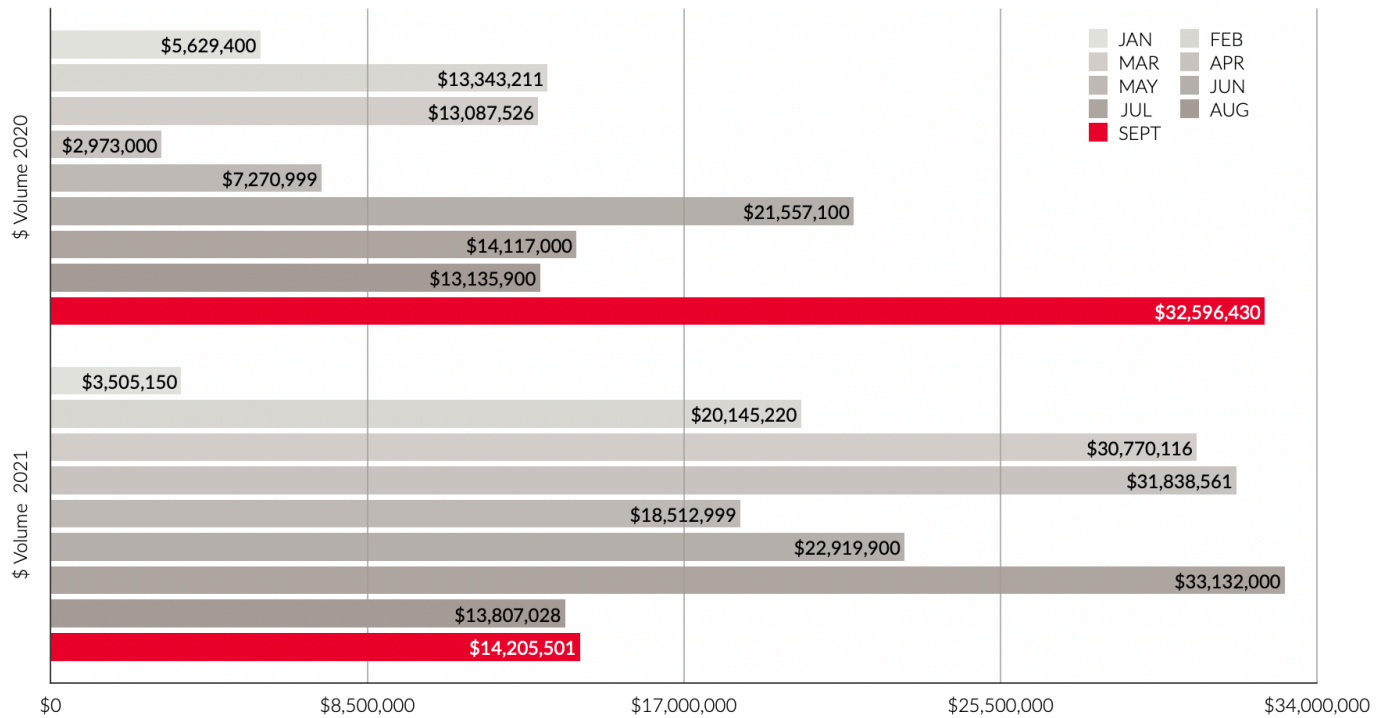
Month-Over-Month 2020 vs. 2021

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

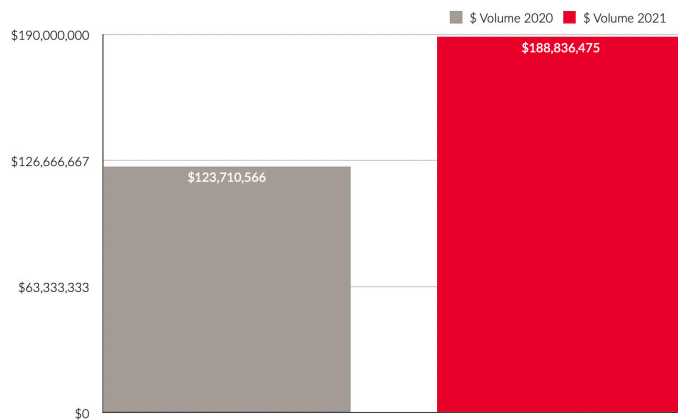
SALE PRICE VS. LIST PRICE RATIO



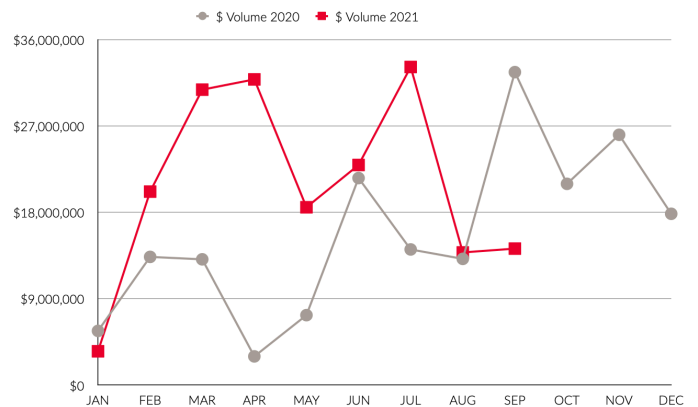
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

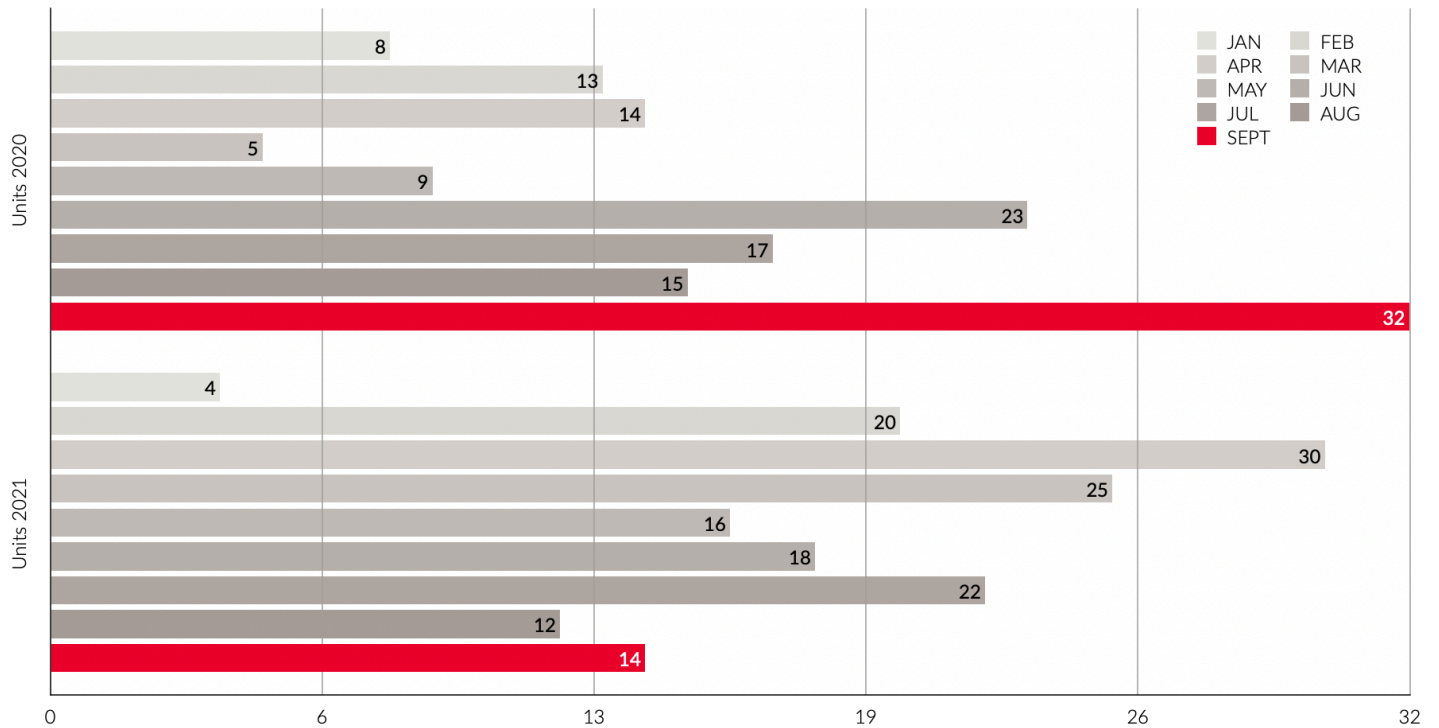


Yearly Totals 2020 vs. 2021

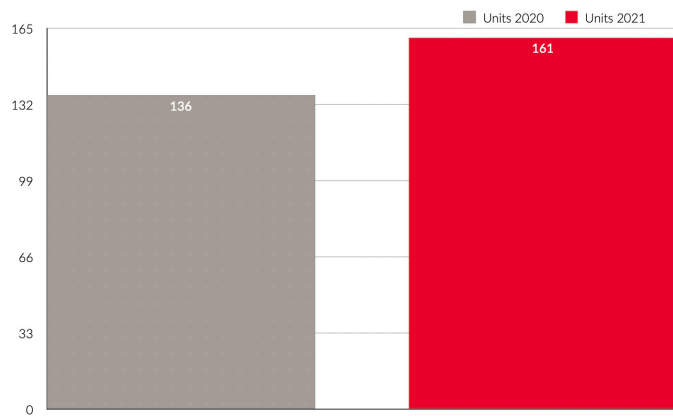


Month vs. Month 2020 vs. 2021

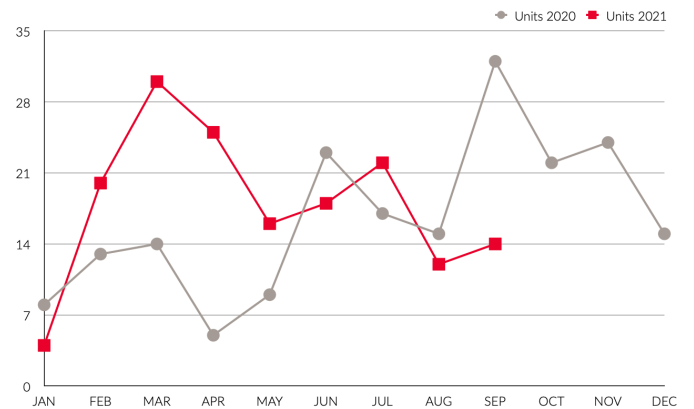
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

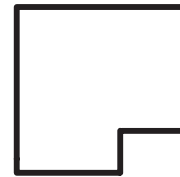
SALES BY TYPE


















FREEHOLD



CONDOMINIUM

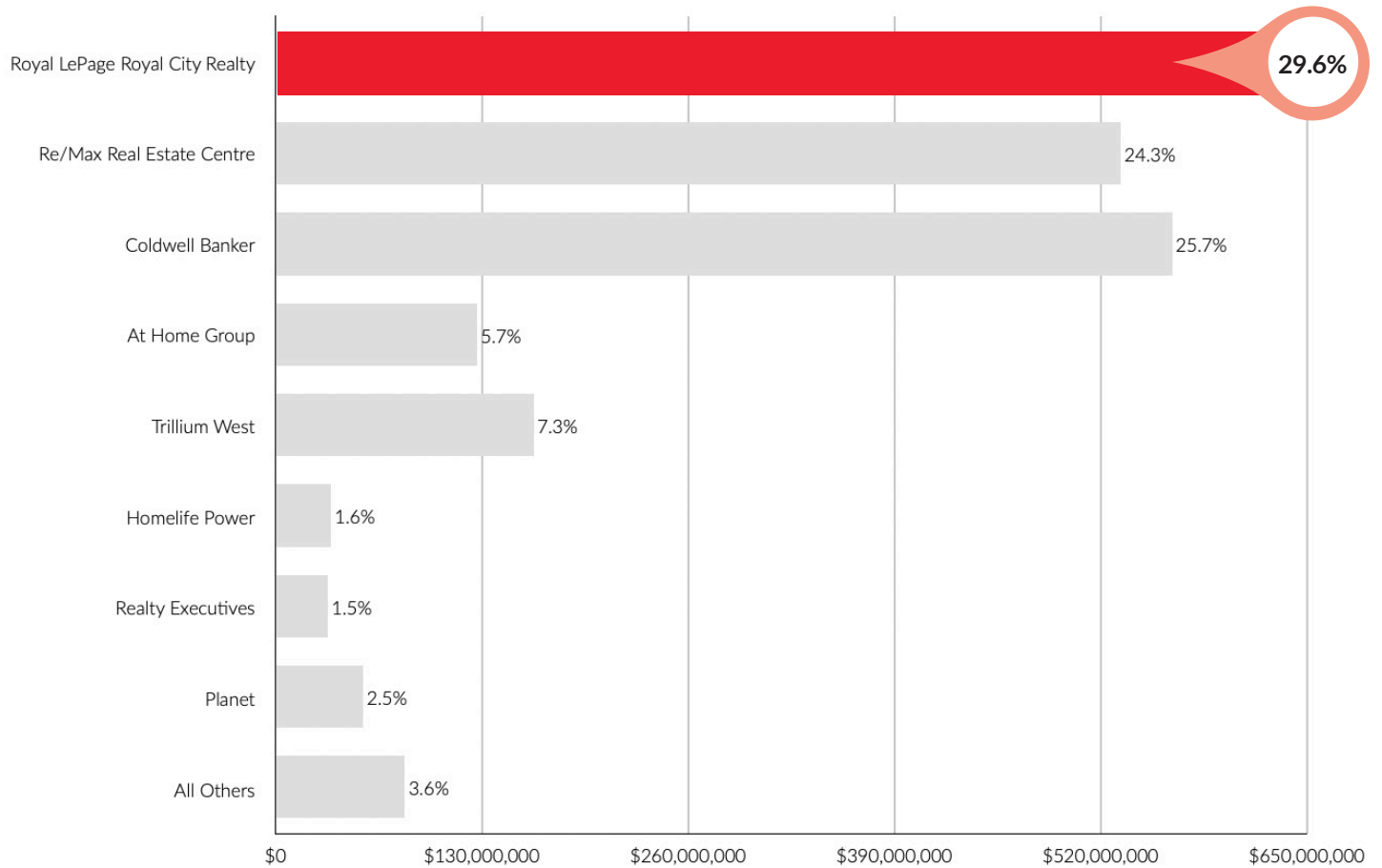


VACANT LAND

YTD Sales Volume	 \$154,017,739 +59.66%	 \$11,174,678 +4.72%	 \$1,020,000 -64.22%
YTD Unit Sales	 134 +28.85%	 17 +6.25%	 2 -50%
YTD Average Sale Price	 \$1,149,386 +23.91%	 \$657,334 +1.44%	 \$510,000 +73.84%
September Sales Volume	 \$12,360,501 -49.45%	 \$1,250,000 +46.4%	 \$0 Down from \$286,000
September Unit Sales	 11 -54.17%	 2 Down from 3	 0 Down from 1

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

MARKET DOMINANCE

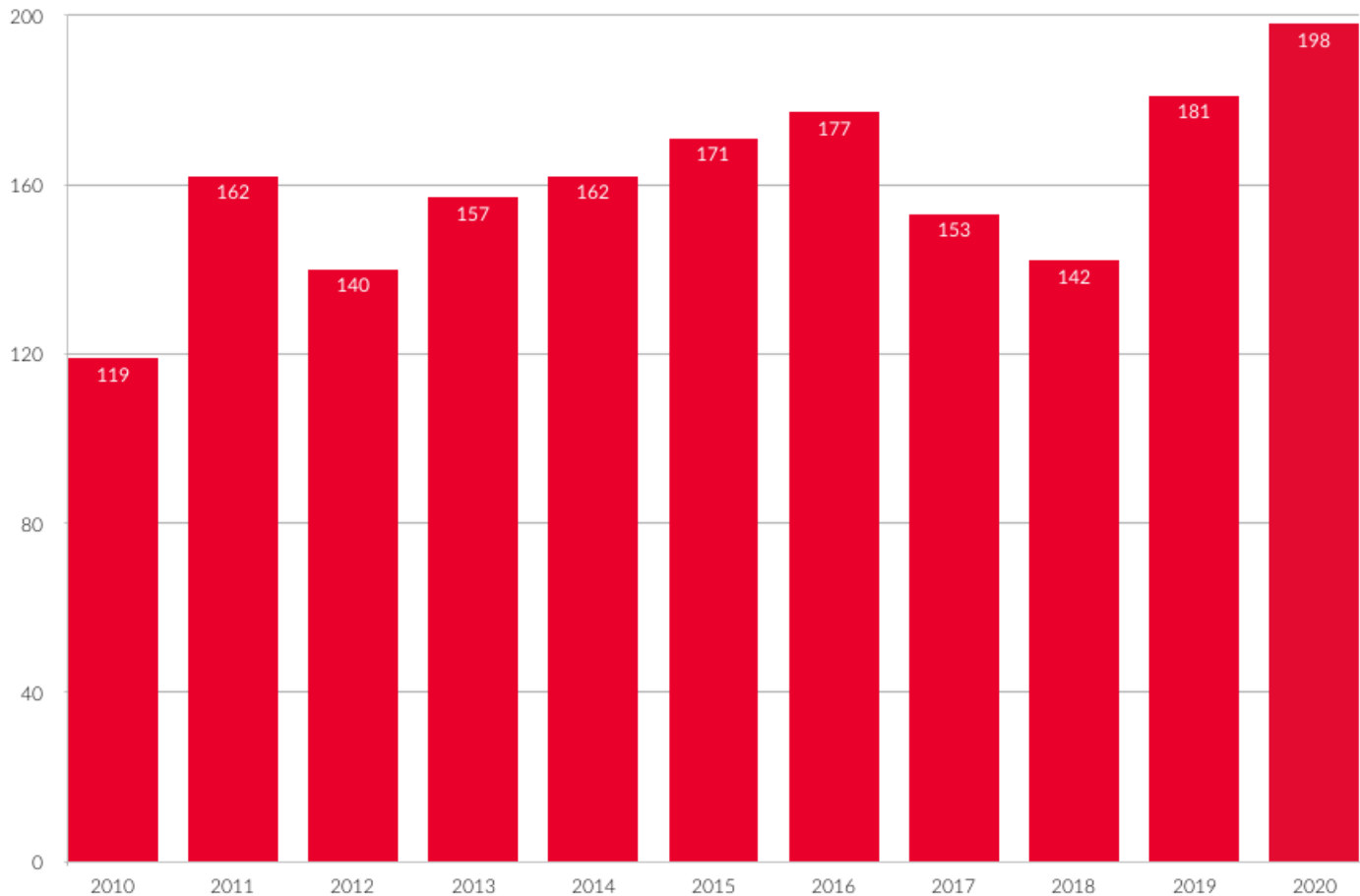


Market Share by Dollar Volume

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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