



2021 OCTOBER

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The City of Guelph continues to show strong demand for homes as we begin Q4. 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.



October year-over-year sales volume of \$172,526,385

Down 6.09% from 2020's \$183,712,776 with unit sales of 200 down 26.47% from last October's 272. New listings of 218 are down 26.47% from a year ago, with the sales/listing ratio of 84.39% up 8.62%.



Year-to-date sales volume of \$1,883,376,246

Up 41.81% from 2020's \$1,328,117,854 with unit sales of 2,427 up 13.25% from 2020's 2,143. New listings of 2,970 are up 8.63% from a year ago, with the sales/listing ratio of 81.72% up 3.33%.



Year-to-date average sale price of \$774,384

Up from \$613,986 one year ago with median sale price of \$712,950 up from \$581,875 one year ago. Average days-on-market of 11.9 is down 8.1 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$835,000

+35.11%

Sales Volume

\$172,526,385

-6.09%

Unit Sales

200

-26.47%

New Listings

218

-20.44%

Expired Listings

8

-38.46%

Unit Sales/Listings Ratio

84.39%

+8.62%

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

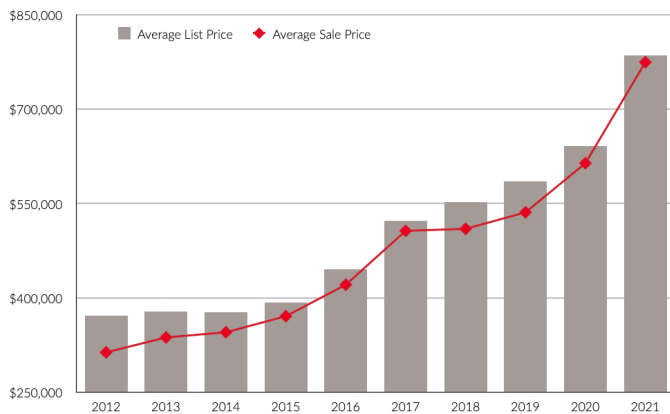


THE MARKET IN DETAIL

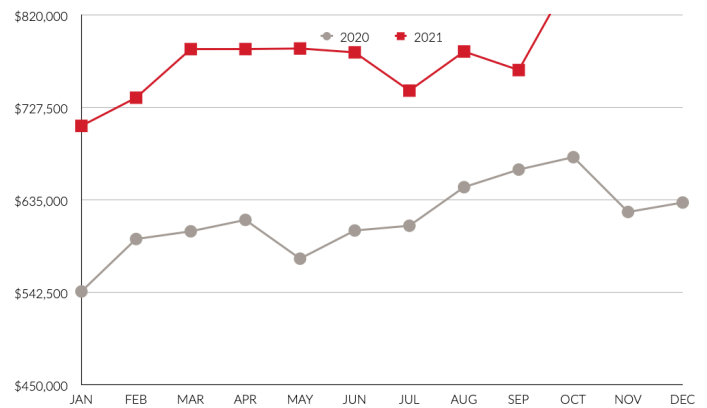
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,089,896,770	\$1,328,117,854	\$1,833,376,246	+41.81%
YTD Unit Sales	2,025	2,143	2,427	+13.25%
YTD New Listings	3,003	2,734	2,970	+8.63%
YTD Sales/Listings Ratio	67.43%	78.38%	81.72%	+3.33%
YTD Expired Listings	280	142	98	-30.99%
October Volume Sales	\$113,742,616	\$183,712,776	\$172,526,385	-6.09%
October Unit Sales	205	272	200	-26.47%
October New Listings	244	274	218	-20.44%
October Sales/Listings Ratio	63.08%	75.77%	84.39%	+8.62%
October Expired Listings	25	13	8	-38.46%
YTD Sales: \$0-\$199K	4	7	4	-42.86%
YTD Sales: \$200K-\$349K	252	105	19	-81.9%
YTD Sales: \$350K-\$549K	939	782	432	-44.76%
YTD Sales: \$550K-\$749K	615	872	888	+1.83%
YTD Sales: \$750K-\$999K	179	291	776	+166.67%
YTD Sales: \$1M+	36	83	317	+281.9%
YTD Average Days-On-Market	25.78	20.33	12.11	-40.44%
YTD Average Sale Price	\$535,821	\$613,986	\$774,384	+26.12%
YTD Median Sale Price	\$514,250	\$581,875	\$712,950	+22.53%

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

AVERAGE SALE PRICE

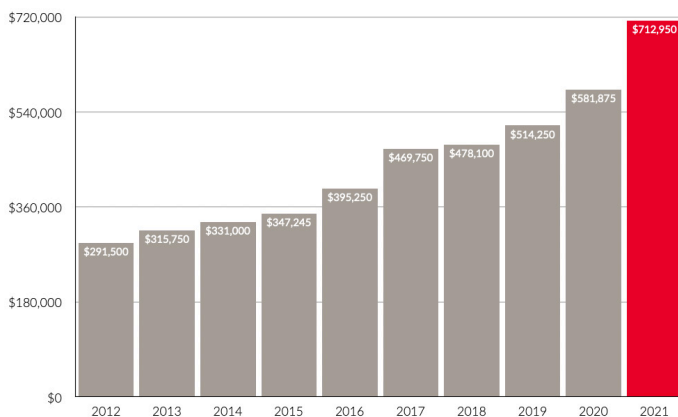


Year-Over-Year

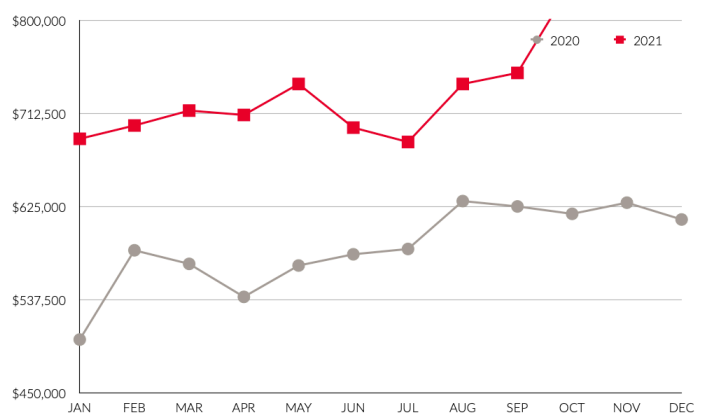


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



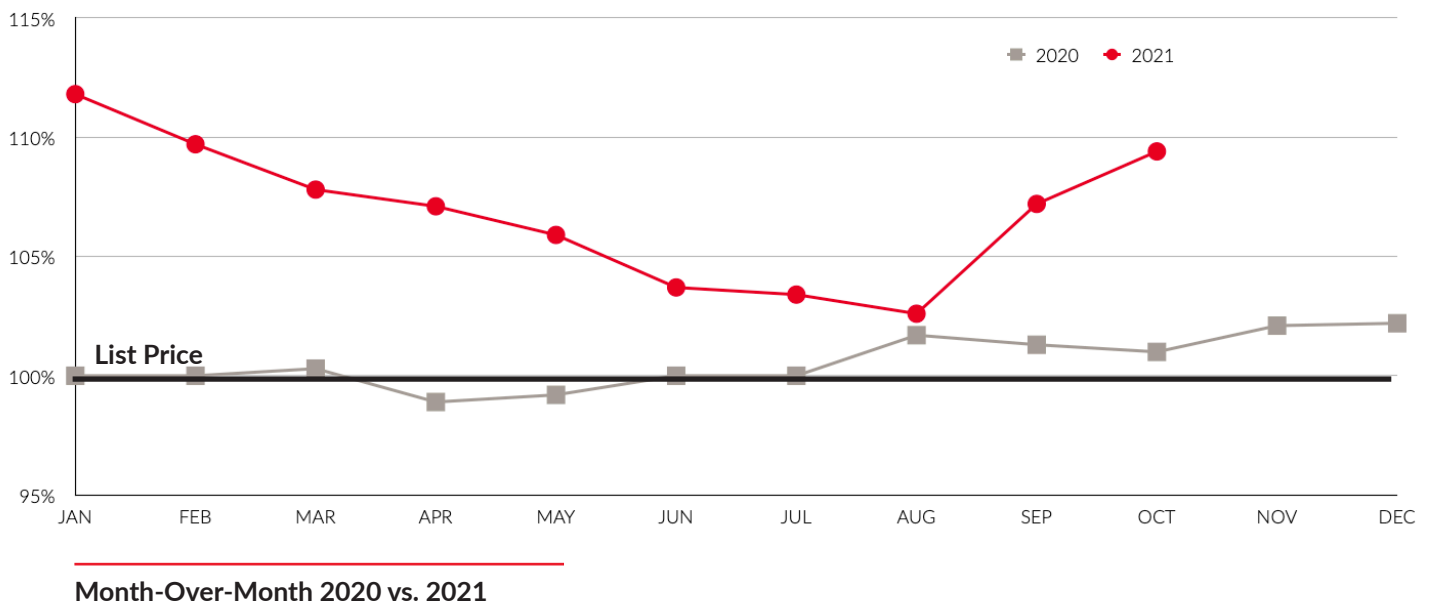
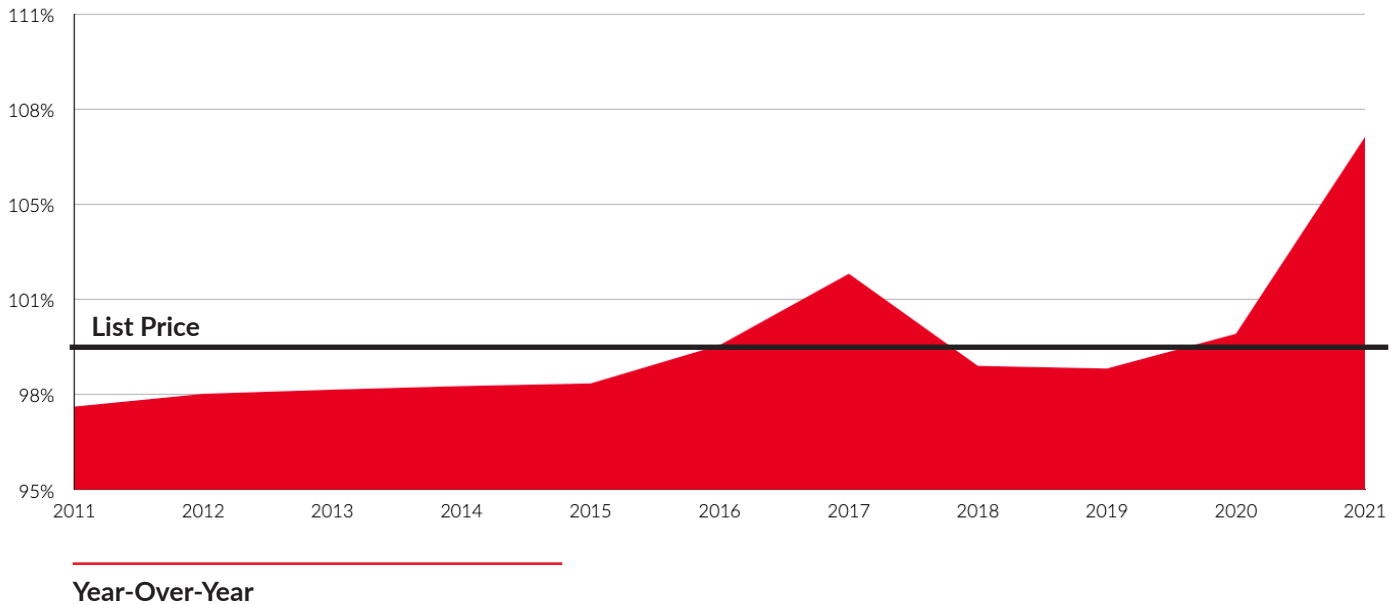
Year-Over-Year



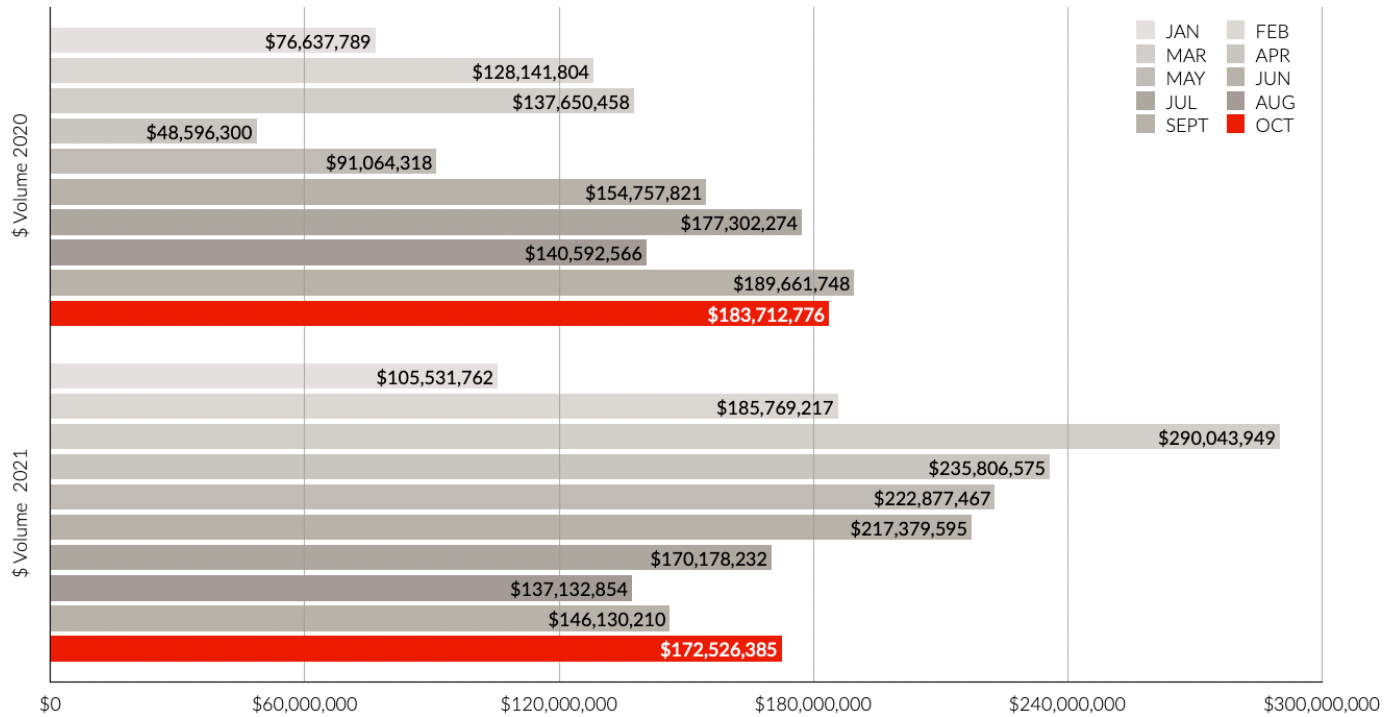
Month-Over-Month 2020 vs. 2021

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

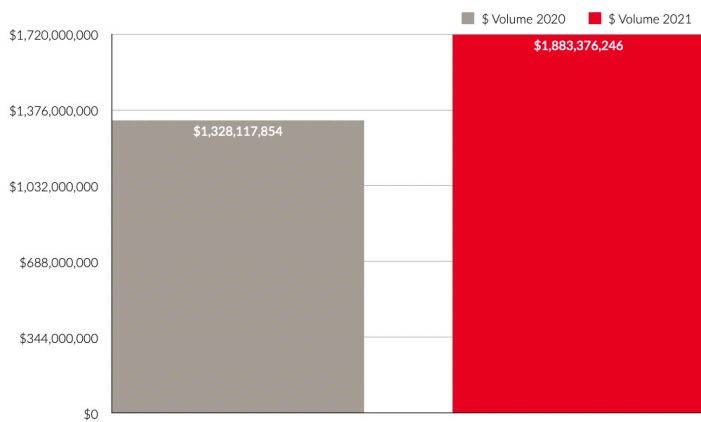
SALE PRICE VS. LIST PRICE RATIO



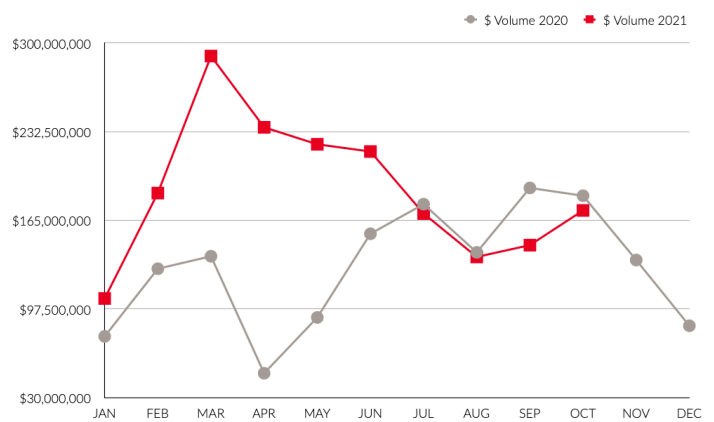
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

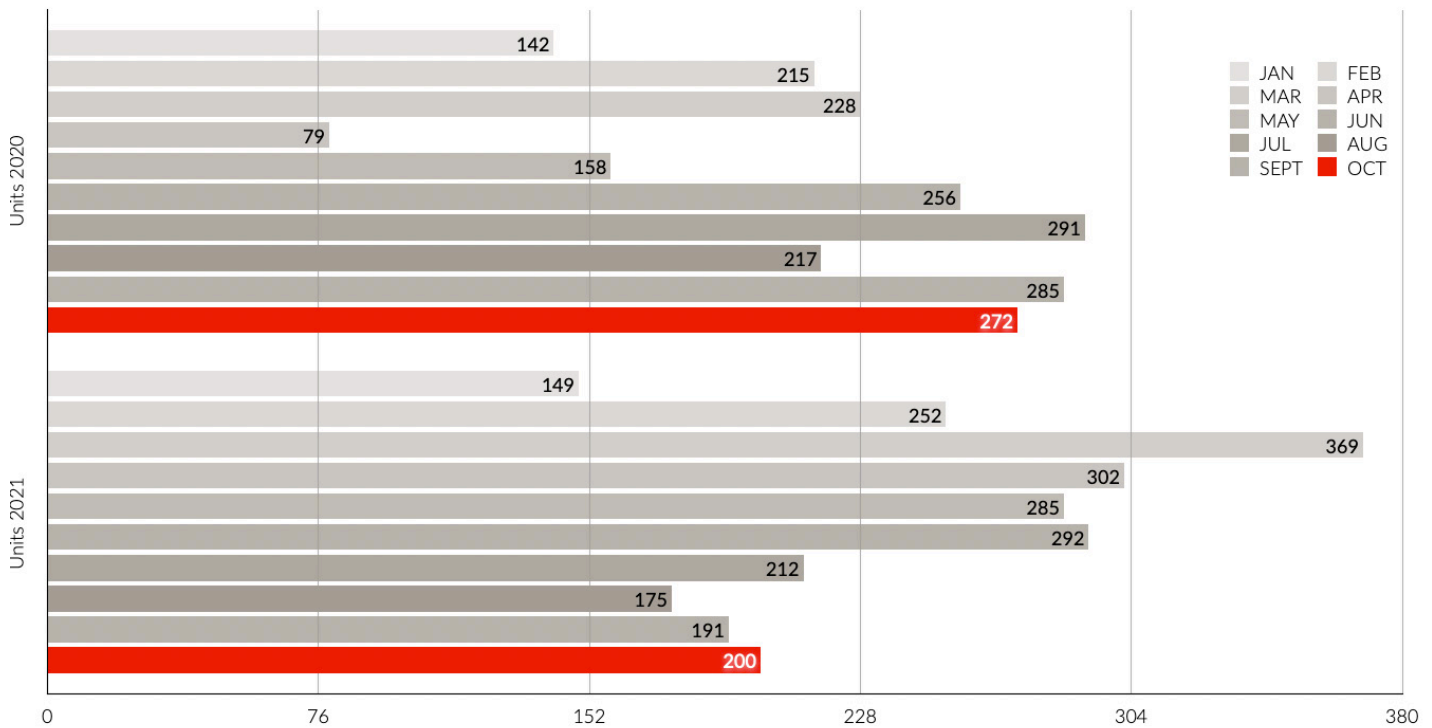


Yearly Totals 2020 vs. 2021

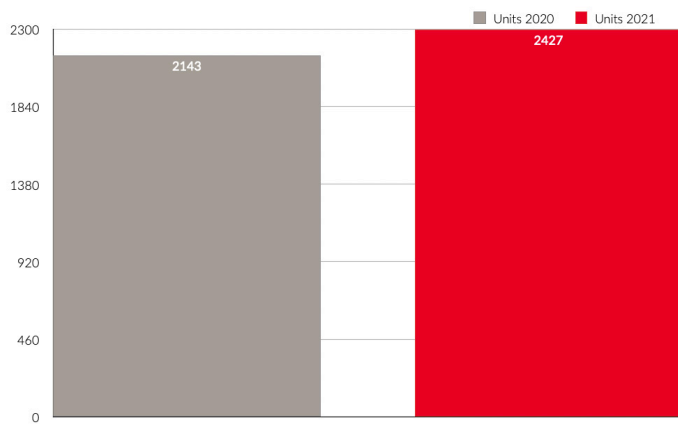


Month vs. Month 2020 vs. 2021

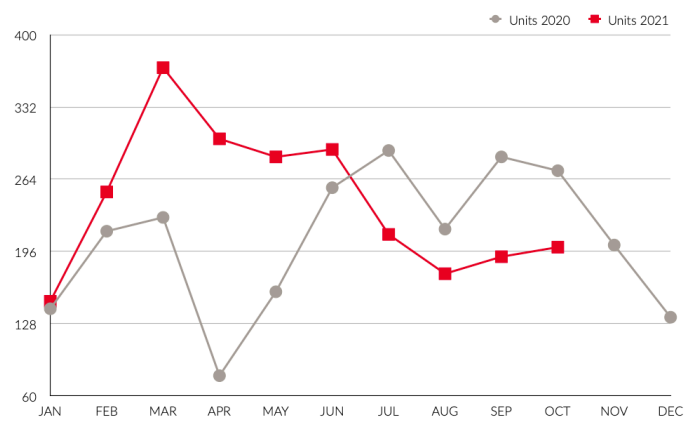
UNIT SALES



Monthly Comparison 2020 vs. 2021

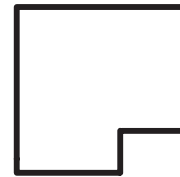

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

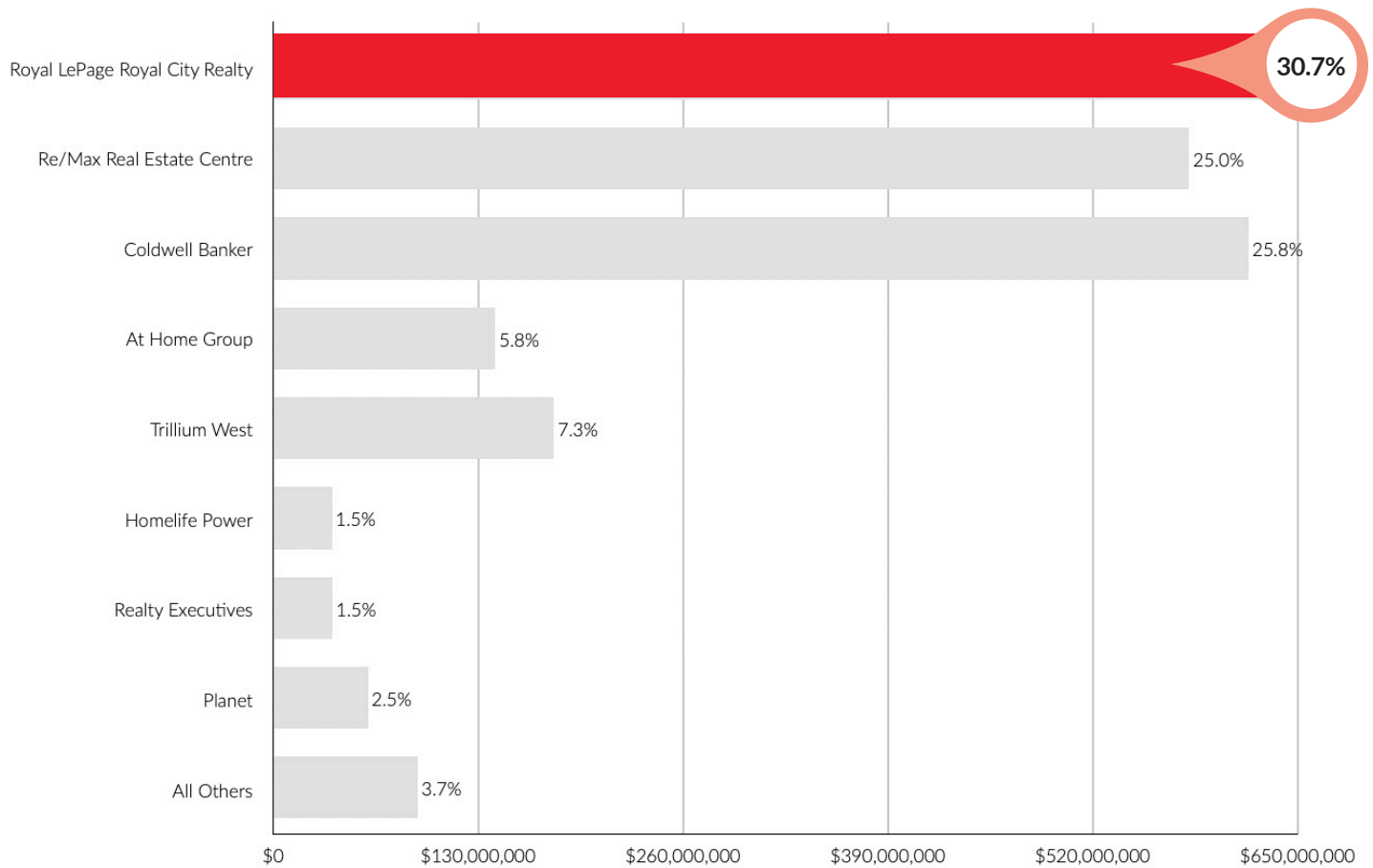


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,281,879,546 +40.19%	 \$469,050,939 +41.87%	 \$10,675,288 +302.1%
YTD Unit Sales	 1,495 +11.15%	 833 +16.99%	 14 +250%
YTD Average Sale Price	 \$857,445 +26.13%	 \$563,086 +21.27%	 \$762,520.57 +14.88%
October Sales Volume	 \$131,658,985 +6.73%	 \$34,722,400 -21.75%	 \$1,157,000 Up from 0
October Unit Sales	 135 -21.97%	 58 -35.56%	 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
October 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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