



2021 OCTOBER

GUELPH/ERAMOSA

Real Estate Market Report



OVERVIEW

SELLER'S 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. Sales activity has seen a decrease this month, inventory is no longer keeping up with demand. With higher sale prices and average days-on-market steadily decreasing, we can expect a competitive market amongst buyers in the coming months.



October year-over-year sales volume of \$37,647,900

Up 79.65% from 2020's \$20,955,800 with unit sales of 27 up 22.73% from last October's 22. New listings of 21 are down 25% from a year ago, with the sales/listing ratio of 90% up 21.25%.



Year-to-date sales volume of \$226,484,375

Up 56.56% from 2020's \$144,666,366 with unit sales of 188 up 18.99% from last October's 158. New listings of 260 are up 21.50% from a year ago, with the sales/listing ratio of 72.31% down 1.52%.



Year-to-date average sale price of \$1,167,878

Up from \$868,197 one year ago with median sale price of \$1,088,750 up from \$767,500 one year ago. Average days-on-market of 17.70 is down 29.7 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$1,122,500

+24.03%

Sales Volume

\$37,647,900

+79.65%

Unit Sales

27

+22.73%

New Listings

21

-25%

Expired Listings

0

No Change

Unit Sales/Listings Ratio

90%

+21.25%

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

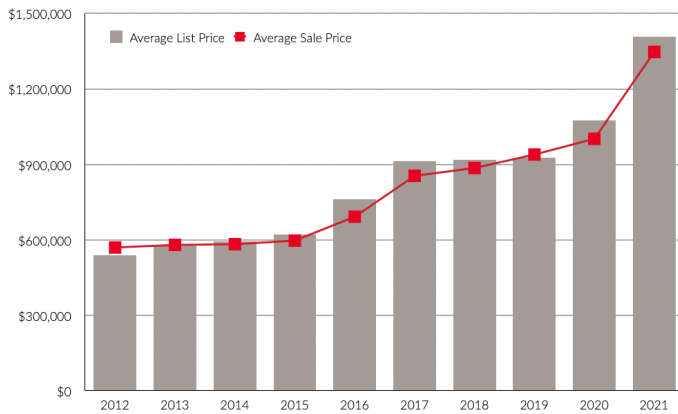


THE MARKET IN DETAIL

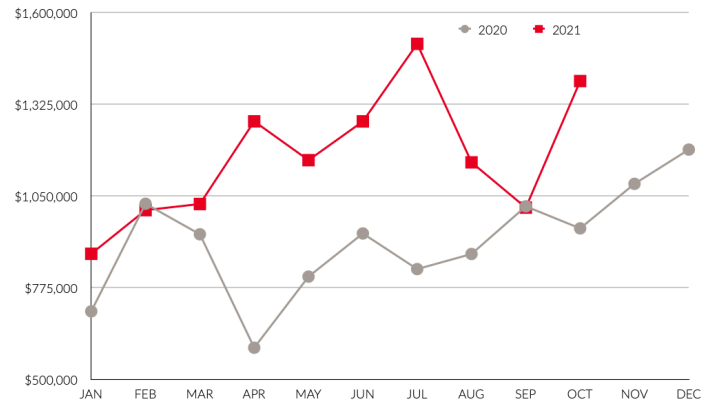
	2019	2020	2021	2020-2021
YTD Volume Sales	\$124,587,189	\$144,666,366	\$226,484,375	+56.56%
YTD Unit Sales	157	158	188	+18.99%
YTD New Listings	305	214	260	+21.5%
YTD Sales/Listings Ratio	51.48%	73.83%	72.31%	-1.52%
YTD Expired Listings	57	24	6	-75%
October Volume Sales	\$17,317,400	\$20,955,800	\$37,647,900	+79.65%
October Unit Sales	21	22	27	+22.73%
October New Listings	32	28	21	-25%
October Sales/Listings Ratio	50%	68.75%	90%	+21.25%
October Expired Listings	7	0	0	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	18	14	8	-42.86%
YTD Sales: \$550K-\$749K	63	40	22	-45%
YTD Sales: \$750K-\$999K	43	64	48	-25%
YTD Sales: \$1M+	29	38	110	+189.47%
YTD Average Days-On-Market	46.9	47.4	17.70	-62.66%
YTD Average Sale Price	\$813,932	\$868,197	\$1,167,878	+34.52%
YTD Median Sale Price	\$744,500	\$767,500	\$1,088,750	+41.86%

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

AVERAGE SALE PRICE

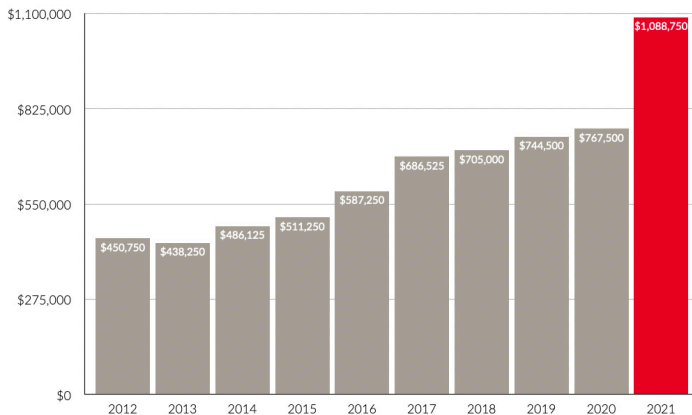


Year-Over-Year

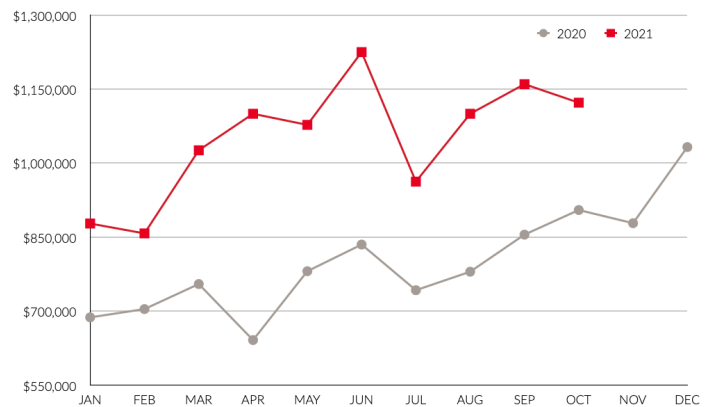


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



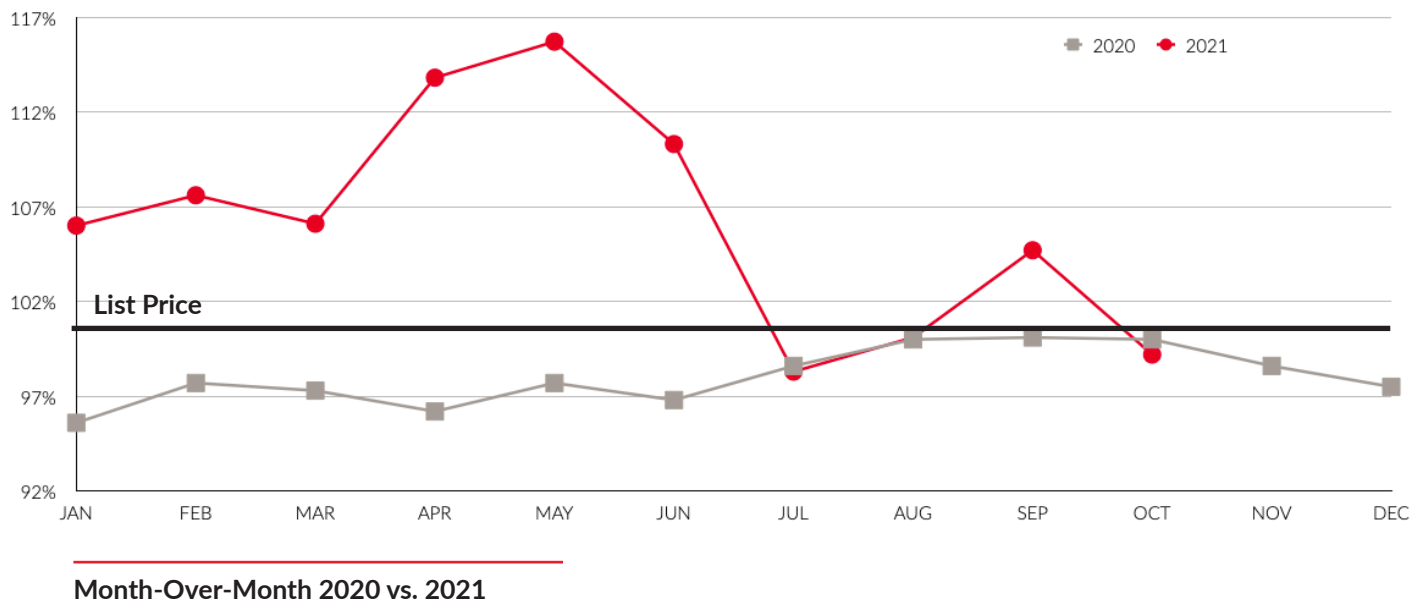
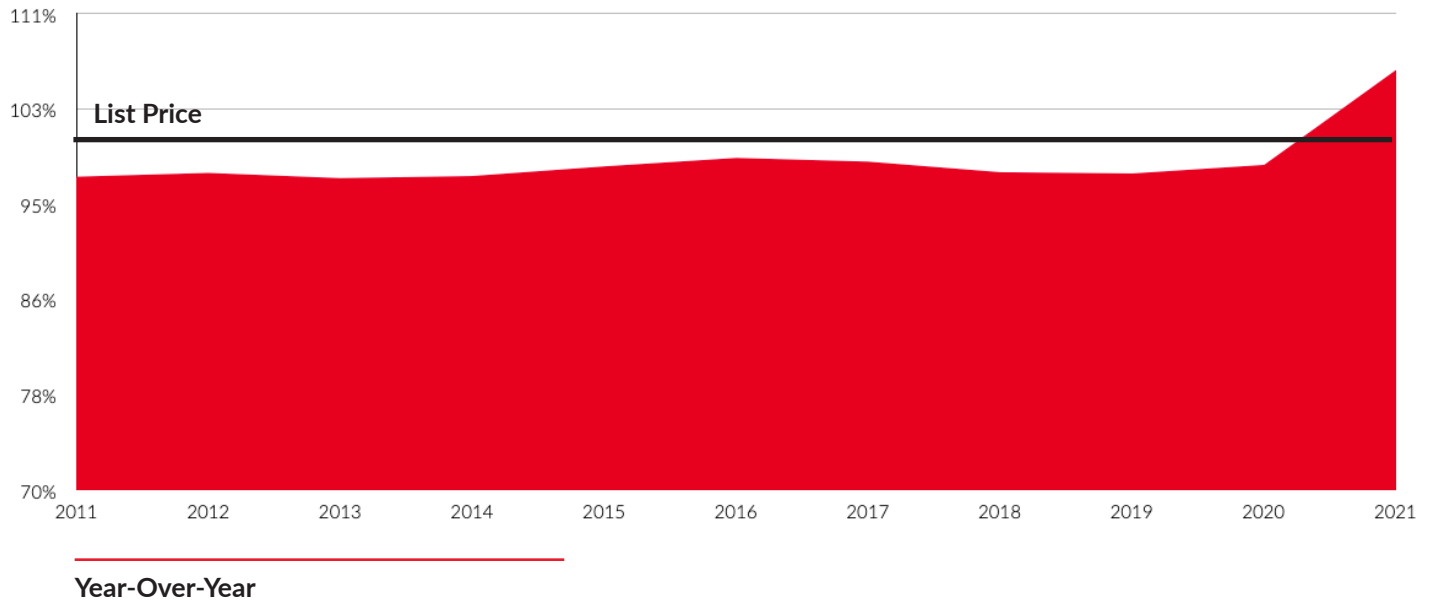
Year-Over-Year



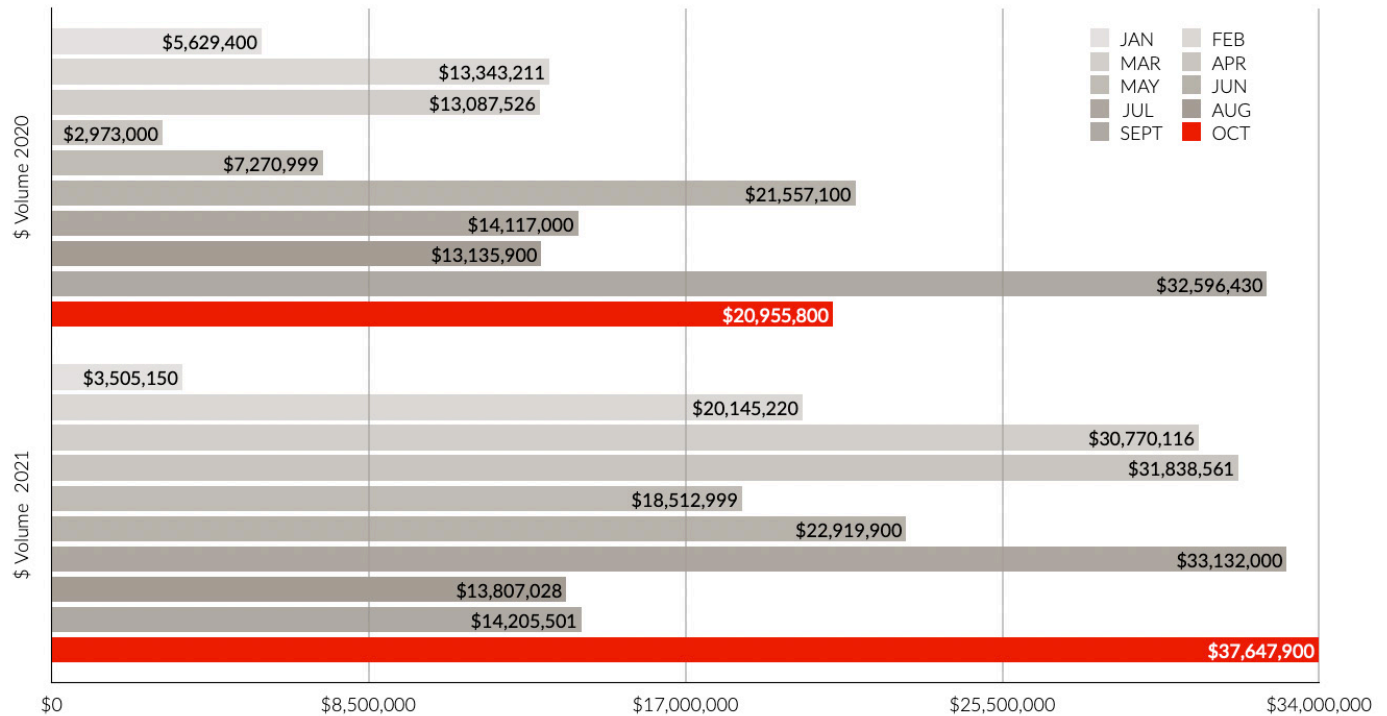
Month-Over-Month 2020 vs. 2021

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

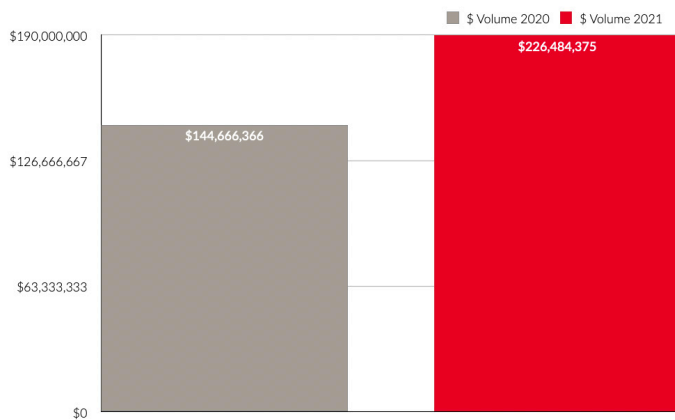
SALE PRICE VS. LIST PRICE RATIO



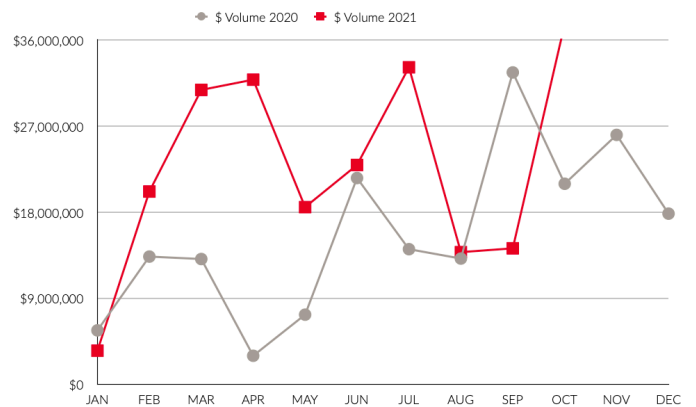
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

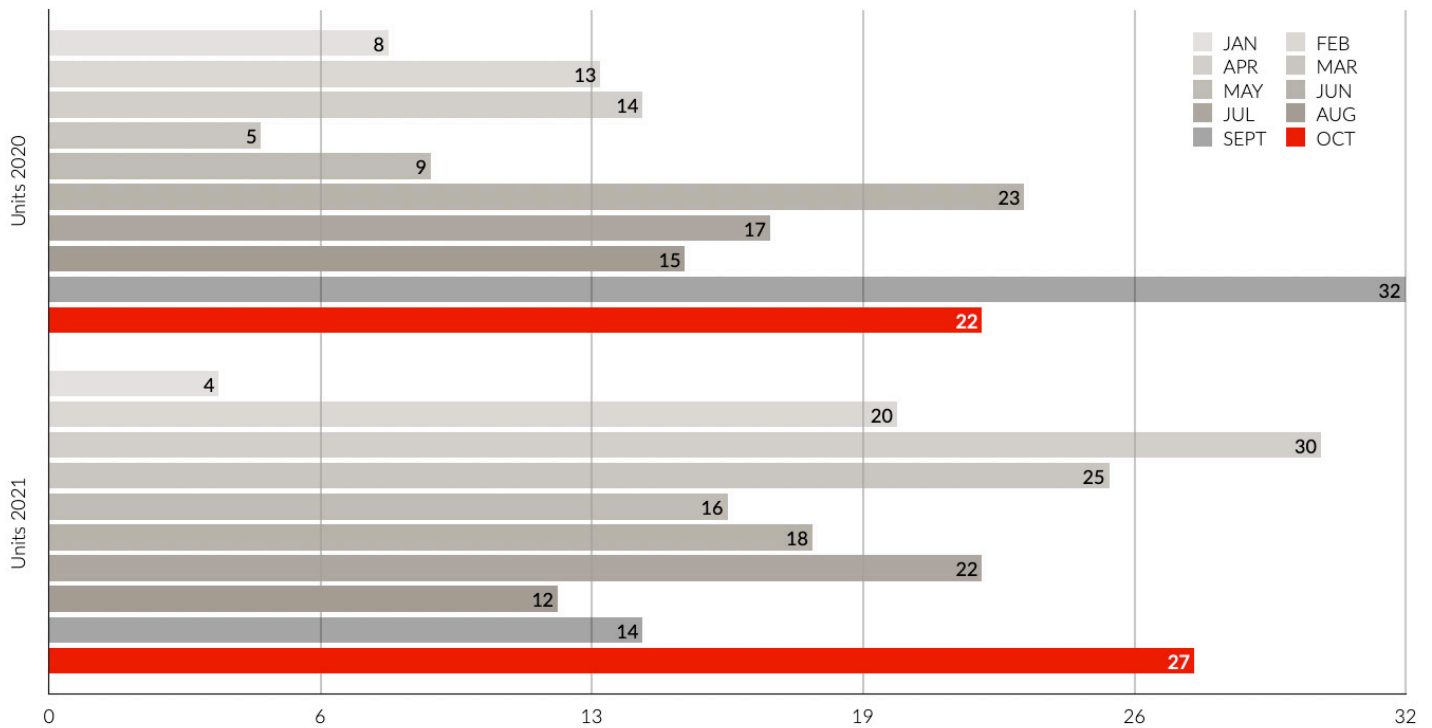


Yearly Totals 2020 vs. 2021

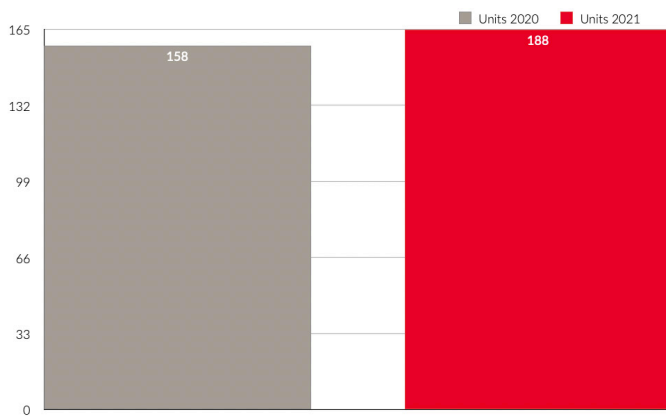


Month vs. Month 2020 vs. 2021

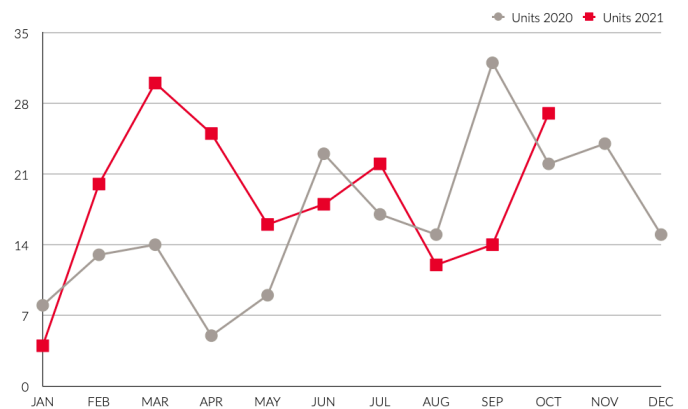
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

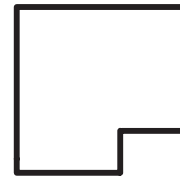
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



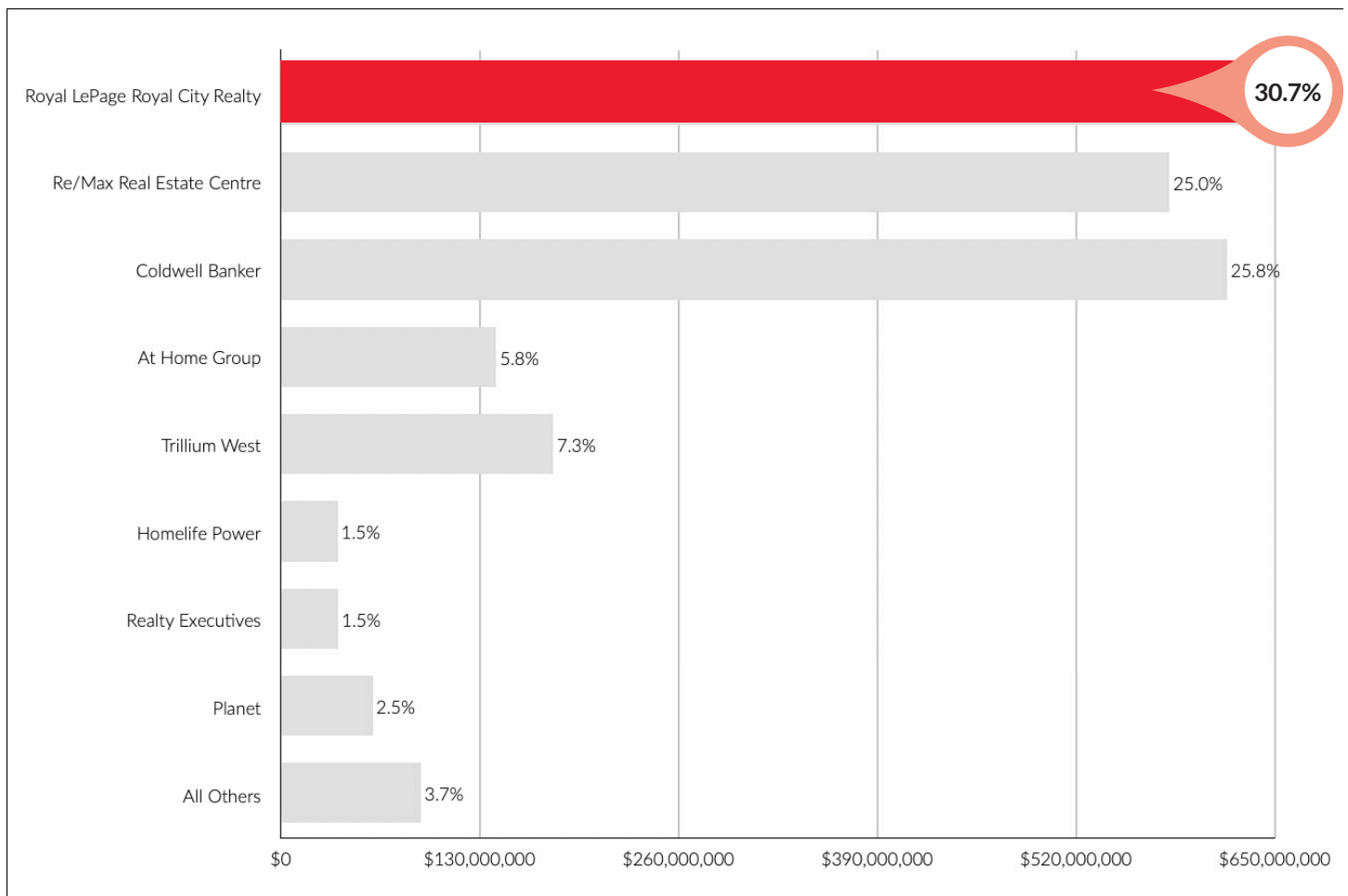
VACANT LAND

YTD Sales Volume	 \$185,010,639 +59.53%	 \$11,174,678 +4.72%	 \$1,625,000 -43%
YTD Unit Sales	 158 +26.4%	 17 +6.25%	 3 -25%
YTD Average Sale Price	 \$1,170,953 +26.21%	 \$657,334 +1.44%	 \$541,666.67 +73.84%
October Sales Volume	 \$30,992,900 +58.89%	 \$0 No change	 \$605,000 Up from \$0
October Unit Sales	 24 +14.29%	 0 No change	 1 Up from 0

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



MARKET DOMINANCE

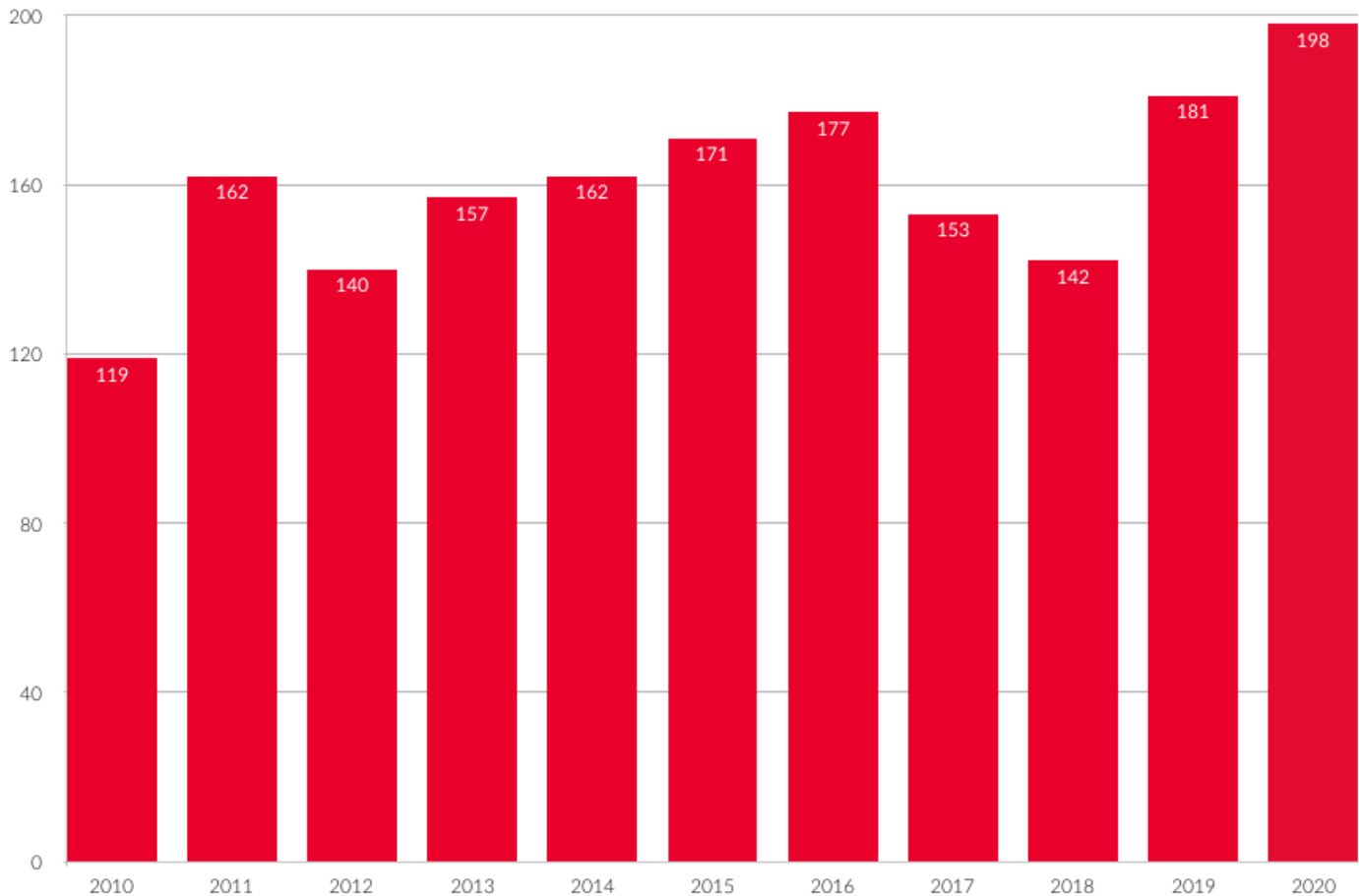


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 2021



10 YEAR MARKET ANALYSIS



Units Sold

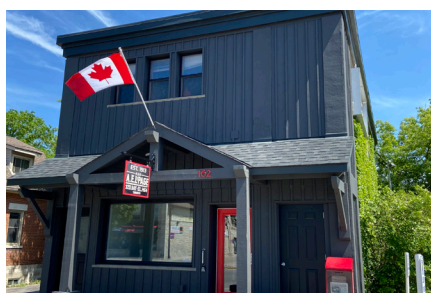


OUR LOCATIONS



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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