



2021 NOVEMBER

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. Sales activity has been more dynamic than this time last year with a slight increase in inventory. Despite this, sales prices continue to grow and this sellers market shows no signs of slowing down.



November year-over-year sales volume of \$161,520,061

Up 19.64% from 2020's \$134,783,727 with unit sales of 191 down 5.4% from last November's 202. New listings of 188 are up 5.03% from a year ago, with the sales/listing ratio of 80.59% up 24.32%.



Year-to-date sales volume of \$2,044,626,307

Up 39.77% from 2020's \$1,462,901,581 with unit sales of 2,618 up 11.64% from 2020's 2,345. New listings of 3,158 are up 8.41% from a year ago, with the sales/listing ratio of 82.9% up 2.4%.



Year-to-date average sale price of \$780,734

Up from \$614,811 one year ago with median sale price of \$715,000 up from \$583,750 one year ago. Average days-on-market of 11.82 is down 8.27 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$815,000

+29.82%

Sales Volume

\$161,520,061

+19.64%

Unit Sales

191

-5.4%

New Listings

188

+5.03%

Expired Listings

7

-36.36%

Unit Sales/Listings Ratio

80.59%

+24.32%

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

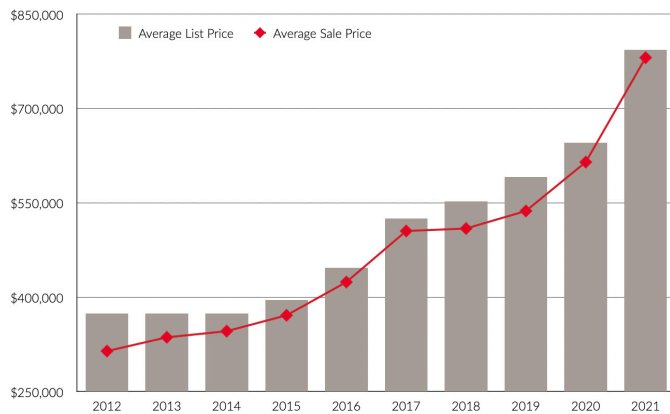


THE MARKET IN DETAIL

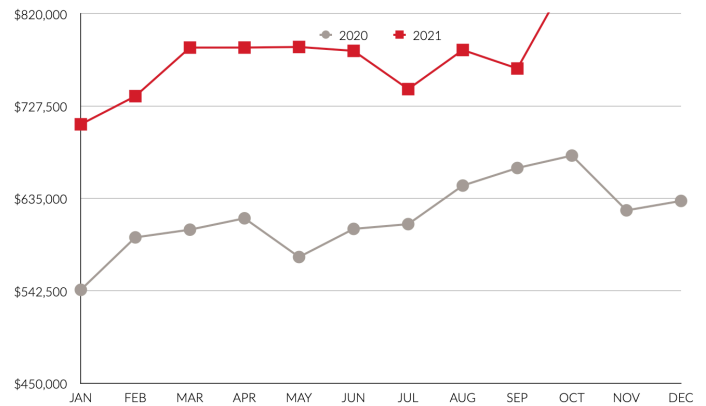
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,184,459,403	\$1,462,901,581	\$2,044,626,307	+39.11%
YTD Unit Sales	2,196	2,345	2,618	+11.64%
YTD New Listings	3,170	2,913	3,158	+8.41%
YTD Sales/Listings Ratio	69.27%	80.5%	82.9%	+2.4%
YTD Expired Listings	298	153	105	-31.37%
November Volume Sales	\$94,562,633	\$134,783,727	\$161,250,061	+19.64%
November Unit Sales	171	202	191	-5.45%
November New Listings	167	179	188	+5.03%
November Sales/Listings Ratio	52.62%	56.27%	80.59%	+24.32%
November Expired Listings	18	11	7	-36.36%
YTD Sales: \$0-\$199K	5	7	5	-28.57%
YTD Sales: \$200K-\$349K	268	110	19	-82.73%
YTD Sales: \$350K-\$549K	1026	849	459	-45.94%
YTD Sales: \$550K-\$749K	657	960	932	-2.92%
YTD Sales: \$750K-\$999K	199	322	853	+164.91%
YTD Sales: \$1M+	41	94	359	+281.9%
YTD Average Days-On-Market	26.64	20.09	11.82	-41.18%
YTD Average Sale Price	\$550,192	\$623,067	\$844,241	+35.5%
YTD Median Sale Price	\$517,000	\$583,750	\$715,000	+22.48%

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

AVERAGE SALE PRICE

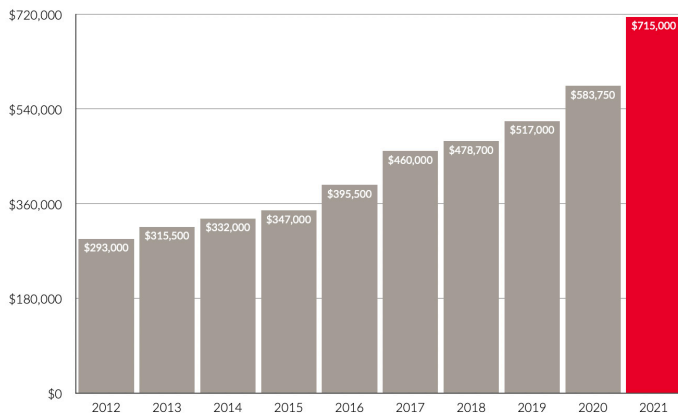


Year-Over-Year

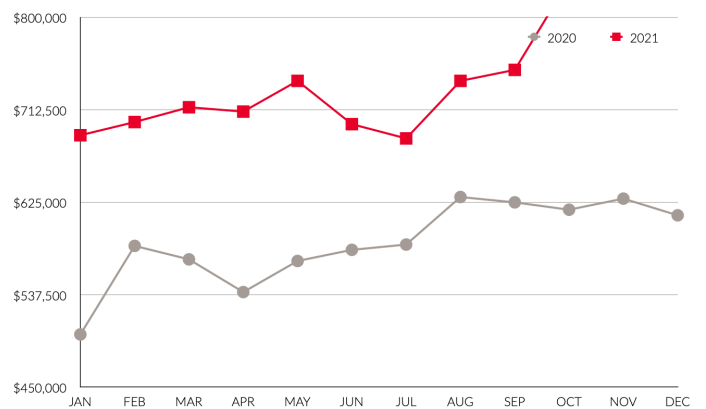


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



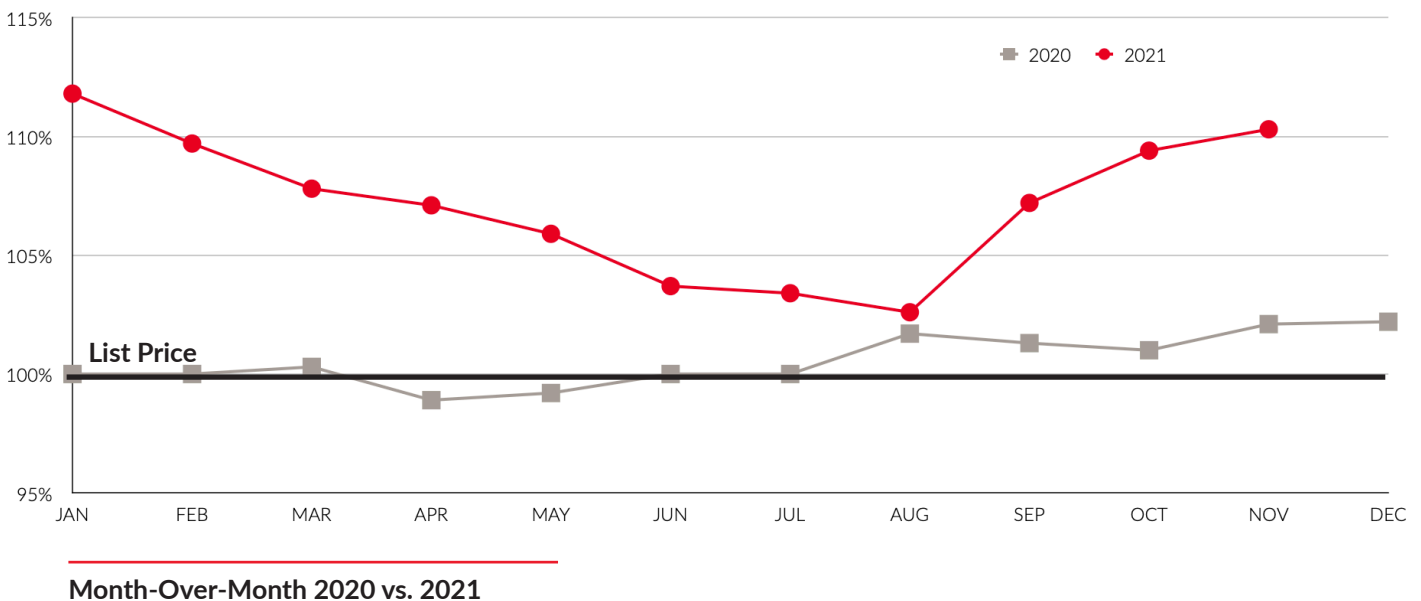
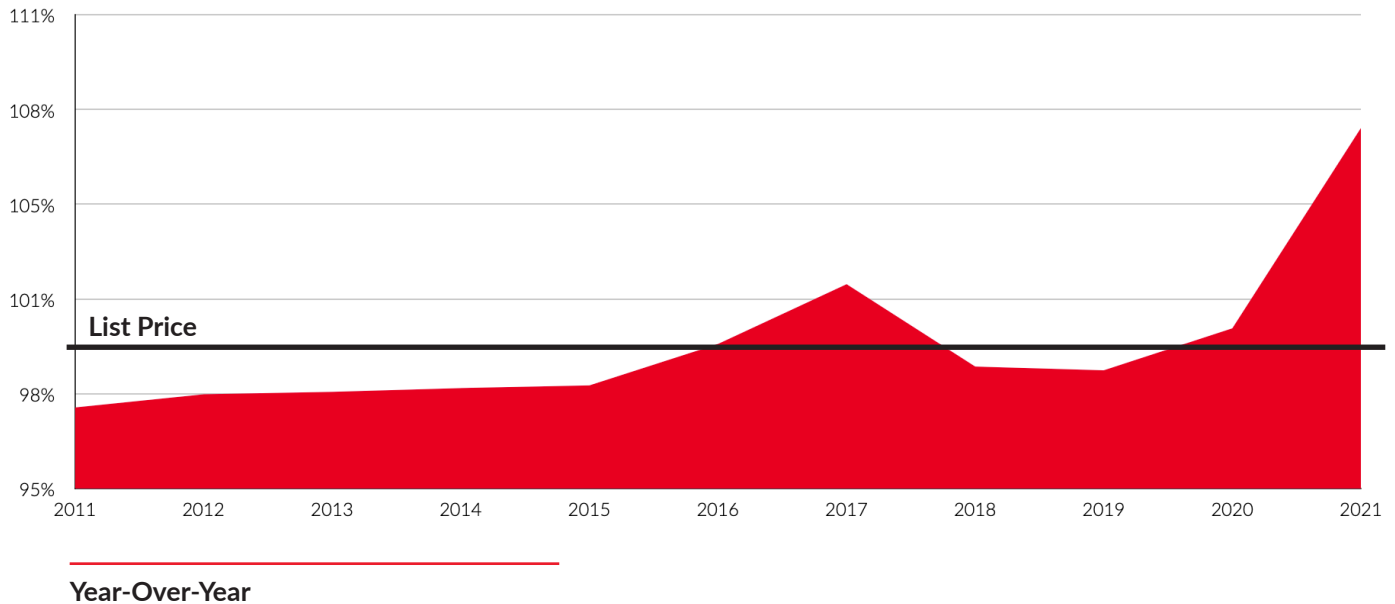
Year-Over-Year



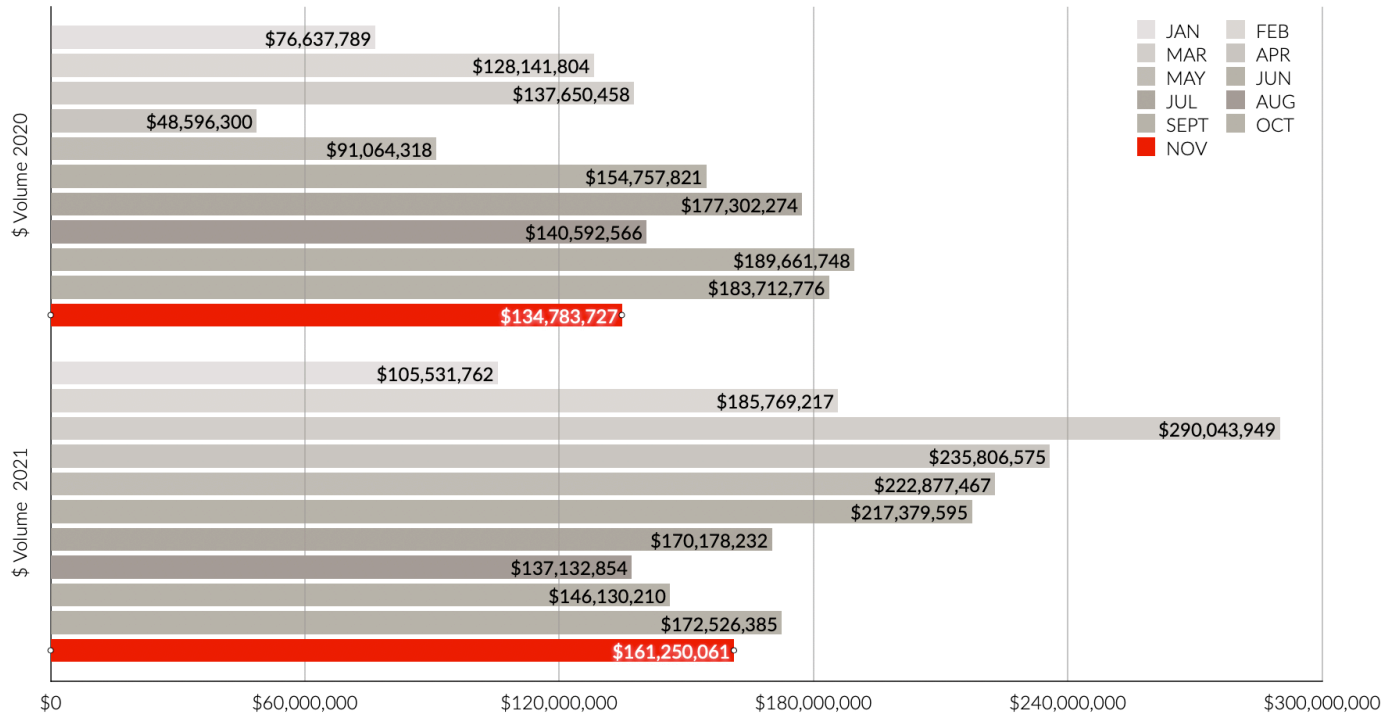
Month-Over-Month 2020 vs. 2021

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

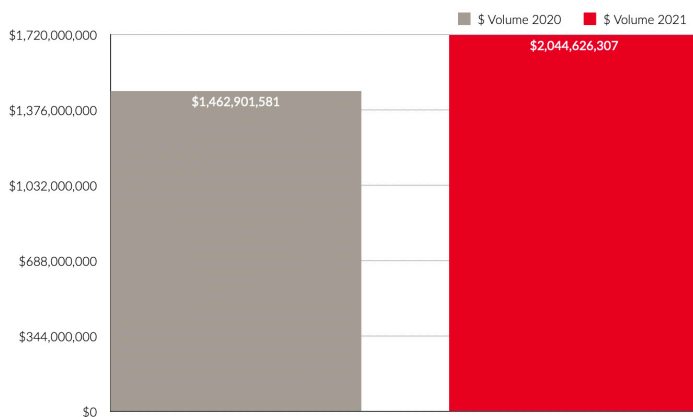
SALE PRICE VS. LIST PRICE RATIO



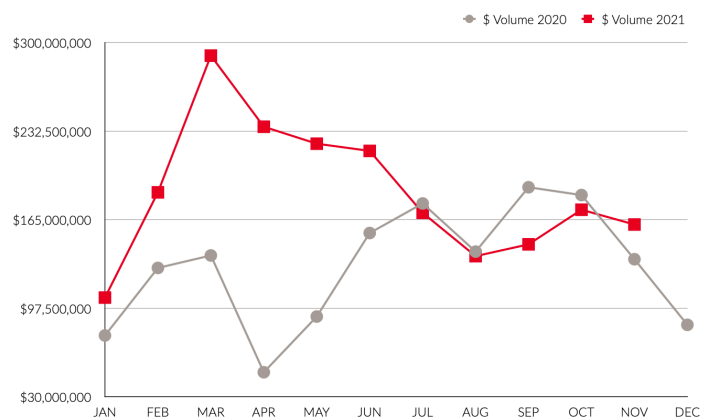
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

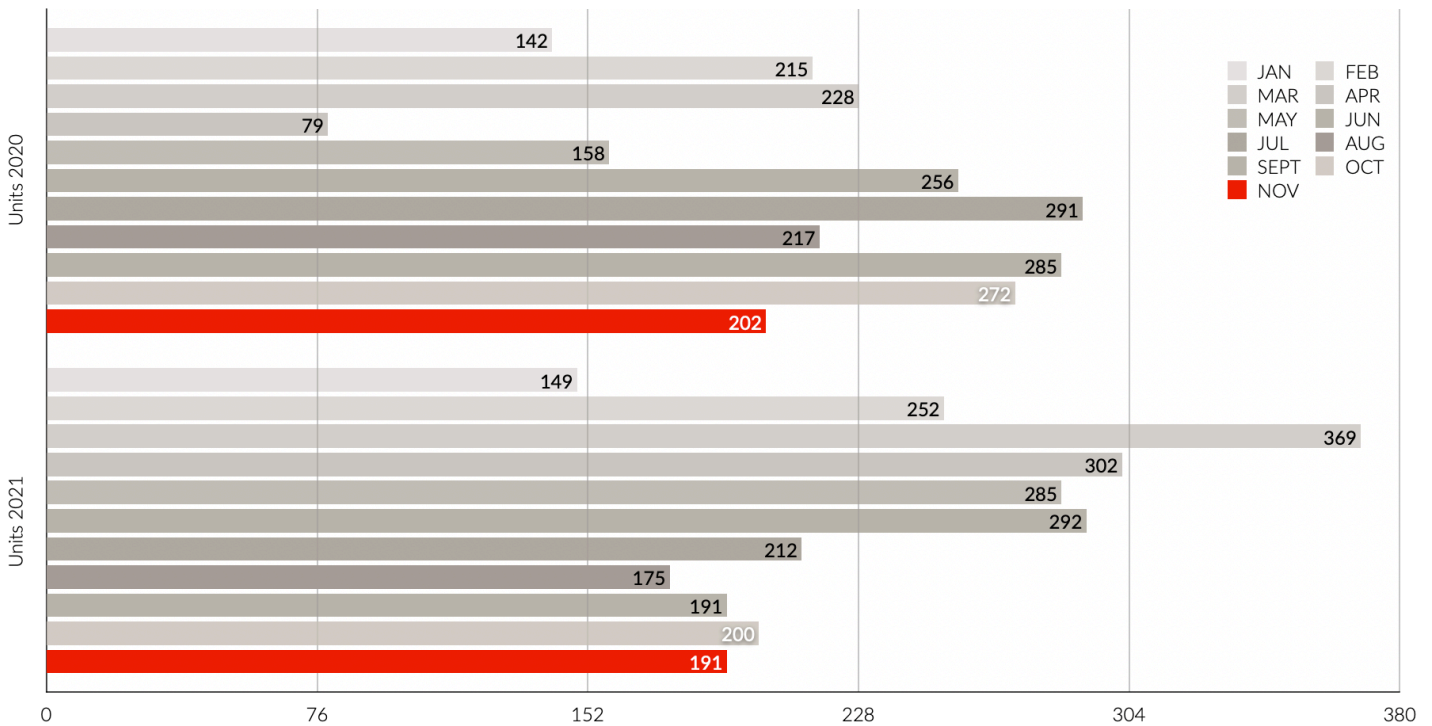


Yearly Totals 2020 vs. 2021

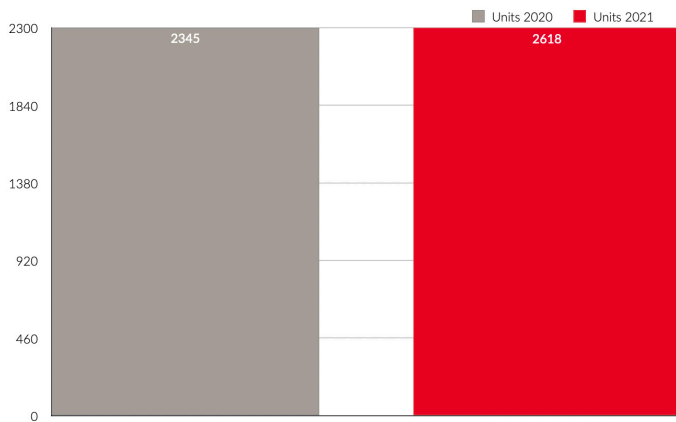


Month vs. Month 2020 vs. 2021

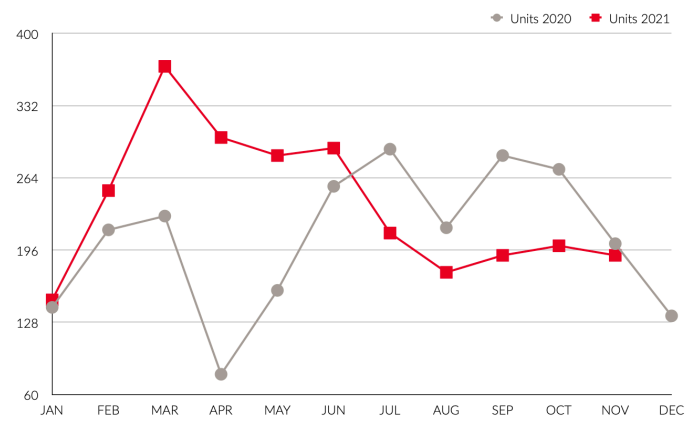
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

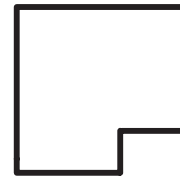
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



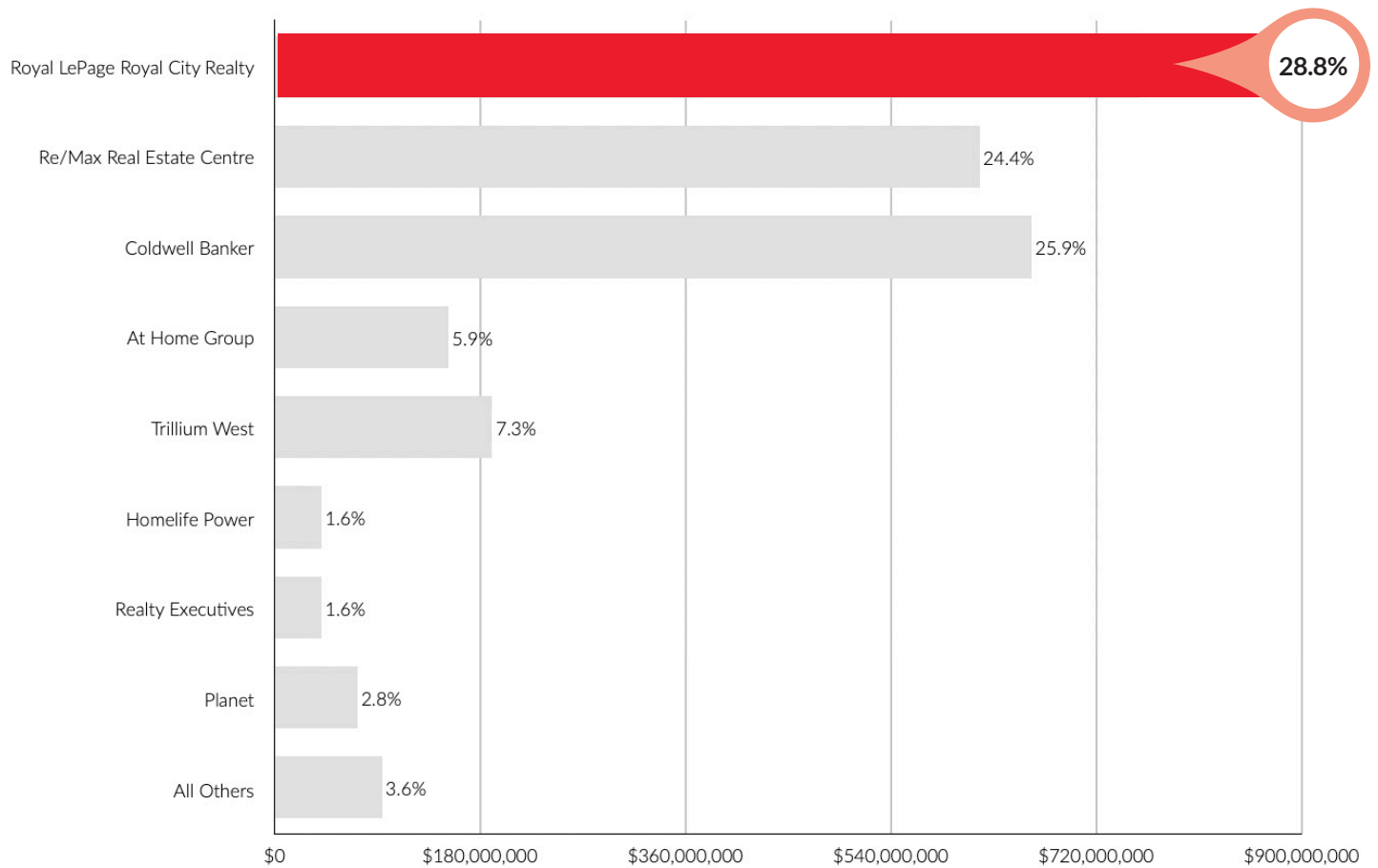
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,390,317,816 +37.54%	 \$512,224,370 +41.28%	 \$10,675,288 +163.3%
YTD Unit Sales	 1,607 +8.95%	 902 +16.24%	 14 +133.3%
YTD Average Sale Price	 \$865,164 +26.24%	 \$567,876 +21.55%	 \$762,520.57 +12.83%
November Sales Volume	 \$108,438,270 +12.39%	 \$43,173,431 +35.11%	 \$0 Down from 1.4million
November Unit Sales	 112 -13.85%	 69 +7.81%	 0 Down from 2

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



MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/