



2021 NOVEMBER

GUELPH/ERAMOSA

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The real estate market in Guelph/Eramosa shows a significant continued increase in the sales prices of homes. Although sales activity has seen a decrease again 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 to close out the year.



November year-over-year sales volume of \$24,759,544

Down 5.01% from 2020's \$26,066,300 with unit sales of 19 down 20.83% from last November's 24. New listings of 20 are up 53.85% from a year ago, with the sales/listing ratio of 63.33% down 11.67%.



Year-to-date sales volume of \$251,243,919

Up 47.16% from 2020's \$170,732,666 with unit sales of 207 up 13.74% from last November's 182. New listings of 280 are up 23.35% from a year ago, with the sales/listing ratio of 73.93% down 6.25%.



Year-to-date average sale price of \$1,180,174

Up from \$888,006 one year ago with median sale price of \$1,100,000 up from \$780,000 one year ago. Average days-on-market of 18.64 is down 29.91 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$1,267,500

+44.31%

Sales Volume

\$24,759,544

-5.01%

Unit Sales

19

-20.83%

New Listings

20

+53.85%

Expired Listings

3

Up from 0

Unit Sales/Listings Ratio

63.33%

-11.67%

Year-over-year comparison

(November 2021 vs. November 2020)

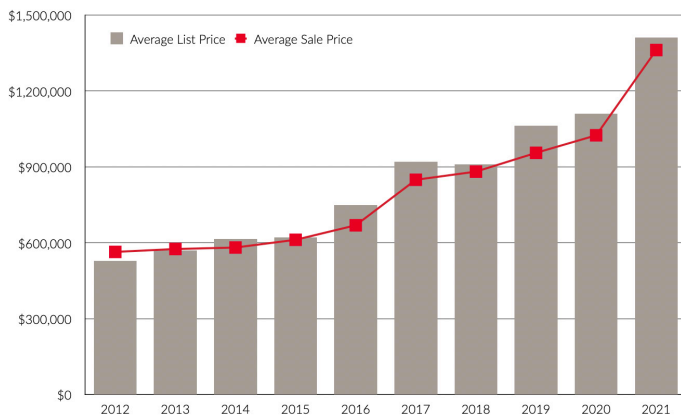


THE MARKET IN DETAIL

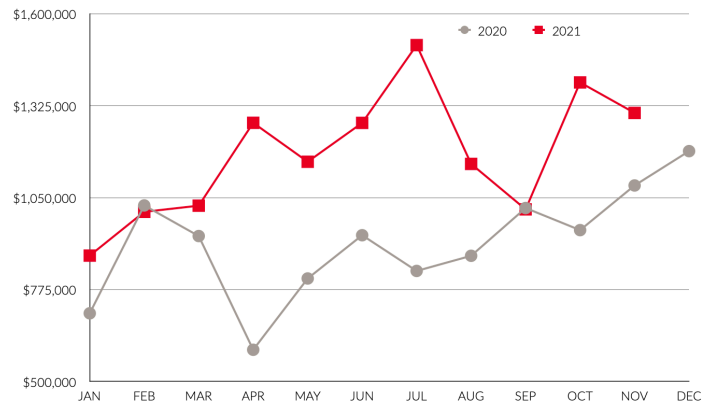
	2019	2020	2021	2020-2021
YTD Volume Sales	\$140,079,339	\$170,732,666	\$251,243,919	+47.16%
YTD Unit Sales	173	182	207	+13.74%
YTD New Listings	324	227	280	+23.35%
YTD Sales/Listings Ratio	53.4%	80.18%	73.93%	-6.25%
YTD Expired Listings	60	24	9	-62.5%
November Volume Sales	\$15,492,150	\$26,066,300	\$24,759,544	-5.01%
November Unit Sales	16	24	19	-20.83%
November New Listings	19	13	20	+53.85%
November Sales/Listings Ratio	38.1%	75%	63.33%	-11.67%
November Expired Listings	3	0	3	Up from 0
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200K-\$349K	5	3	0	Down from 3
YTD Sales: \$350K-\$549K	18	16	8	-50%
YTD Sales: \$550K-\$749K	69	43	23	-46.51%
YTD Sales: \$750K-\$999K	49	75	52	-30.67%
YTD Sales: \$1M+	32	46	124	+169.57%
YTD Average Days-On-Market	47.09	48.55	18.64	-61.61%
YTD Average Sale Price	\$827,961	\$888,006	\$1,180,174	+32.9%
YTD Median Sale Price	\$749,000	\$780,000	\$1,100,000	+41.03%

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

AVERAGE SALE PRICE

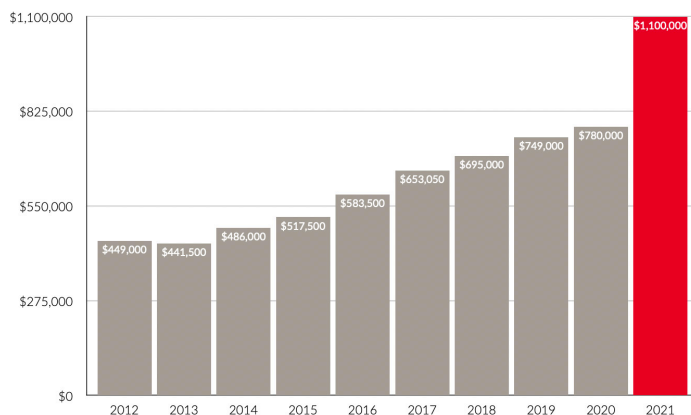


Year-Over-Year

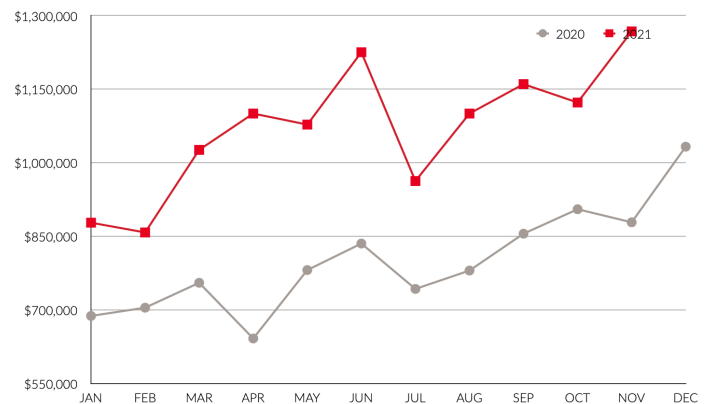


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



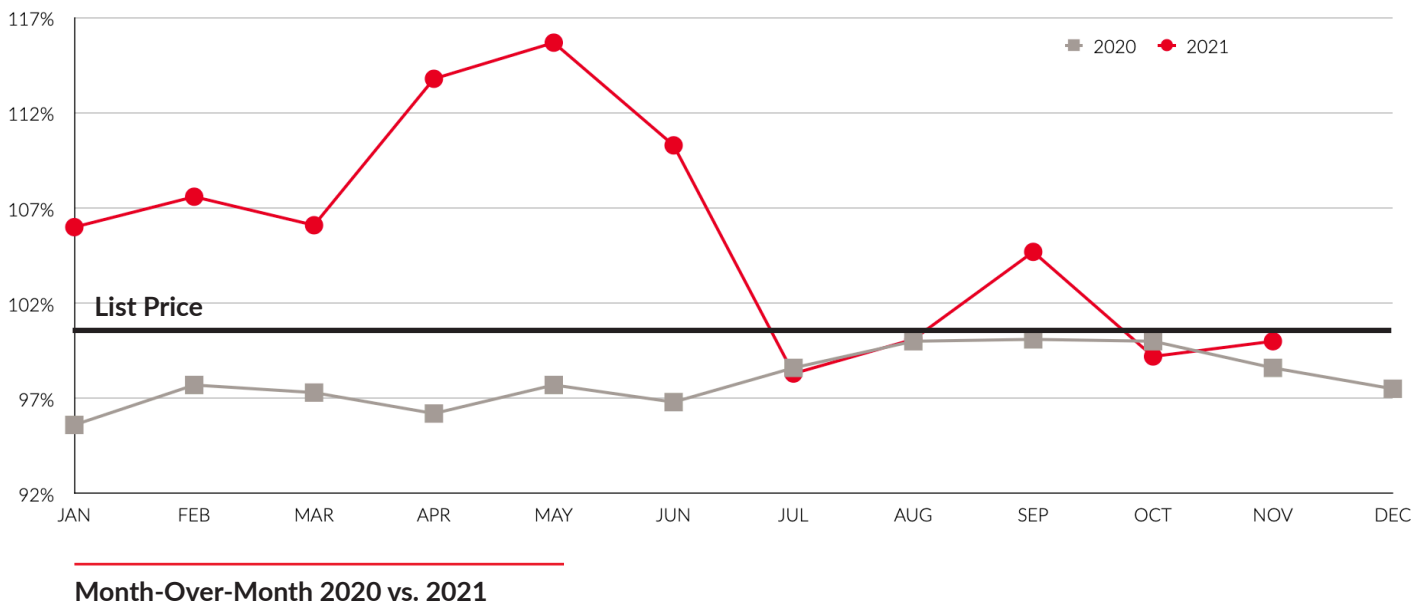
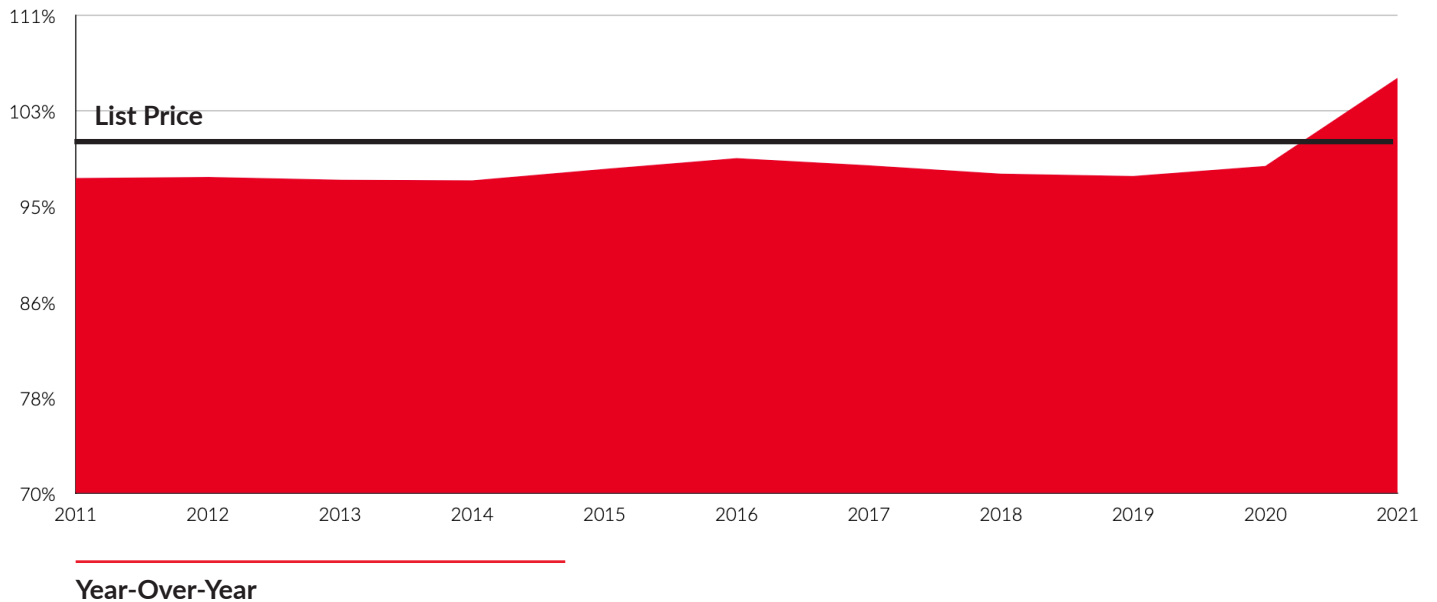
Year-Over-Year



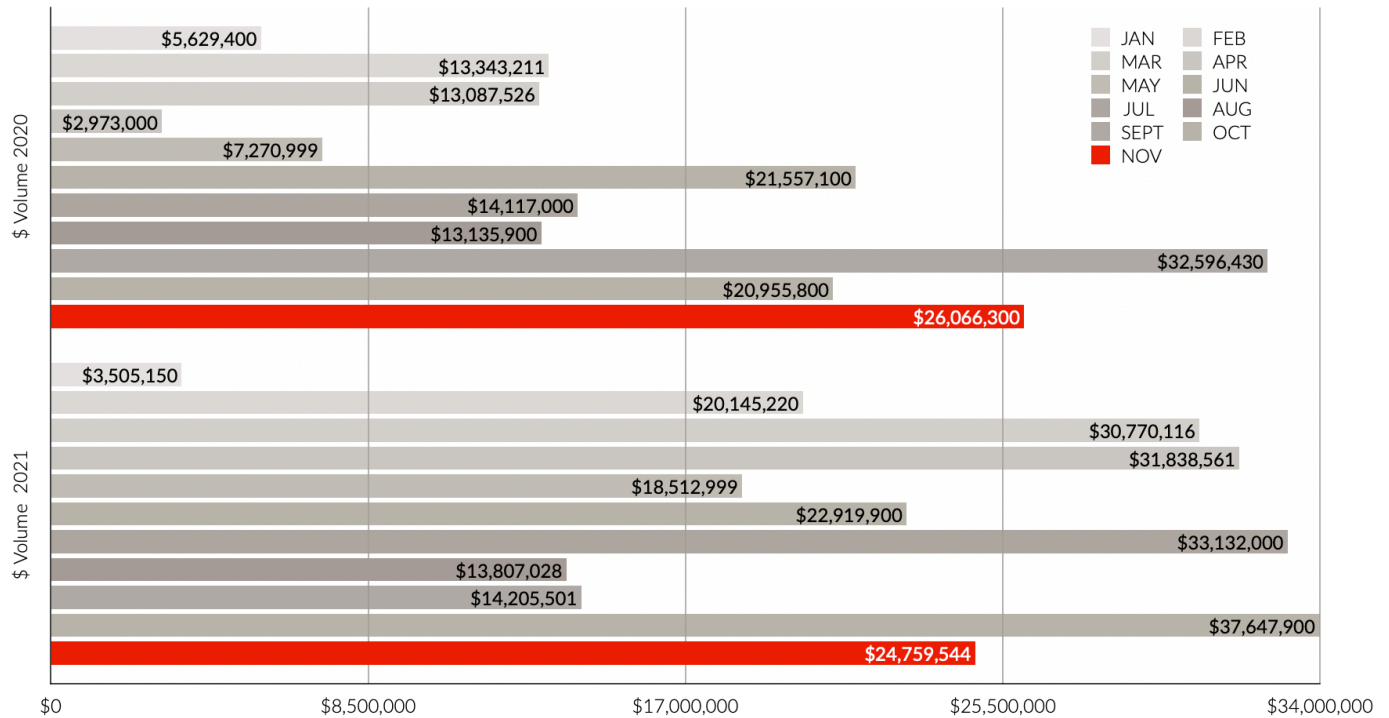
Month-Over-Month 2020 vs. 2021

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

SALE PRICE VS. LIST PRICE RATIO



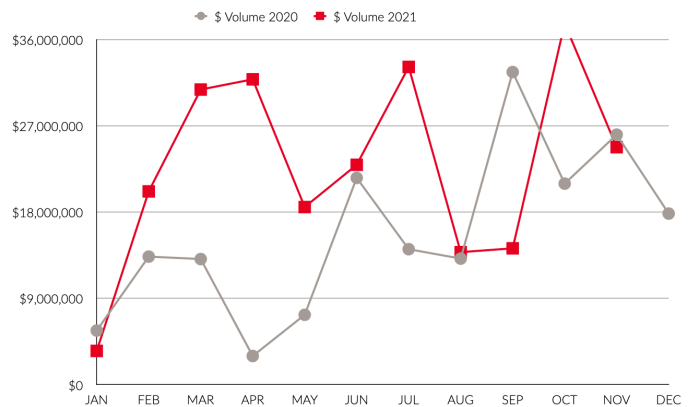
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

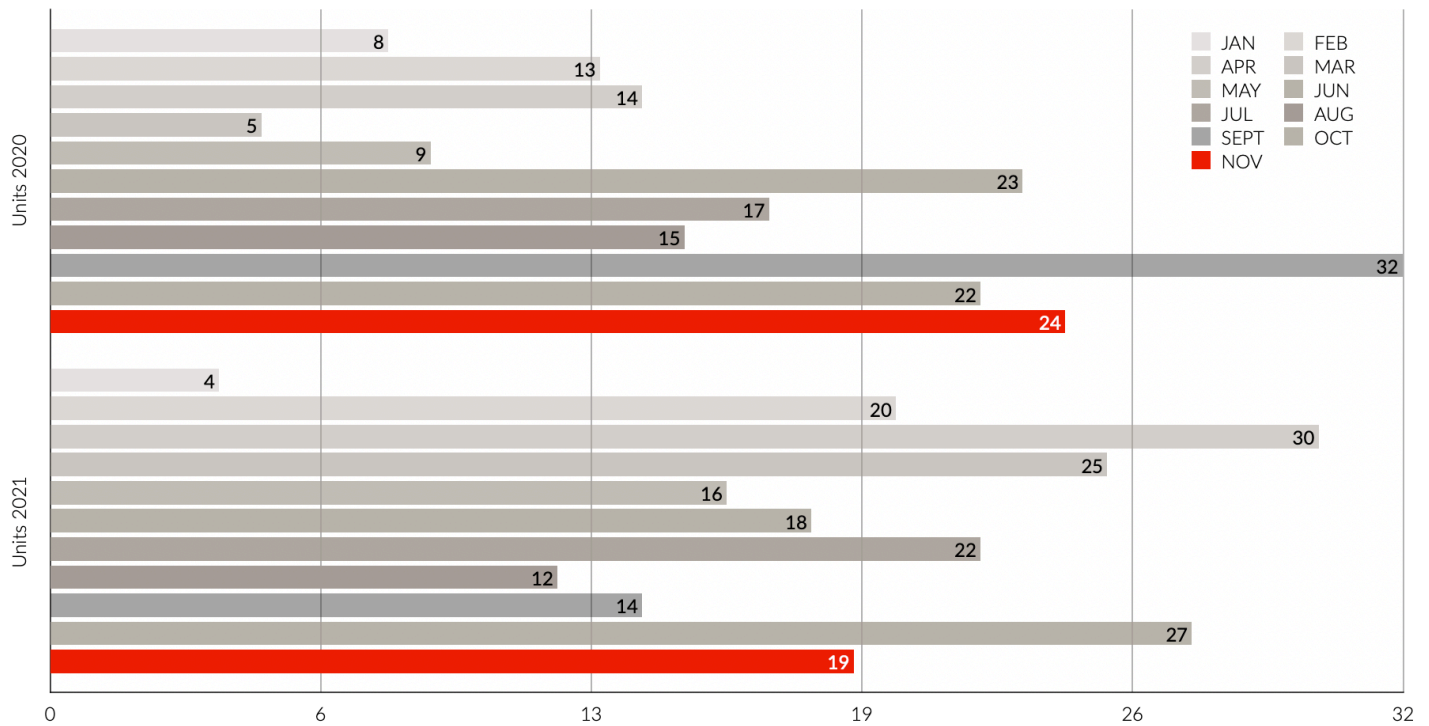


Yearly Totals 2020 vs. 2021

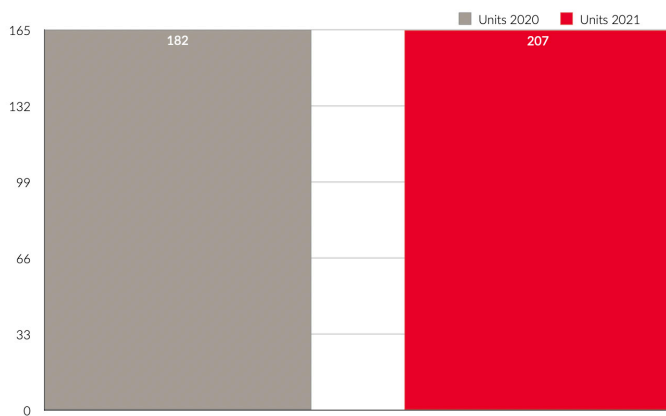


Month vs. Month 2020 vs. 2021

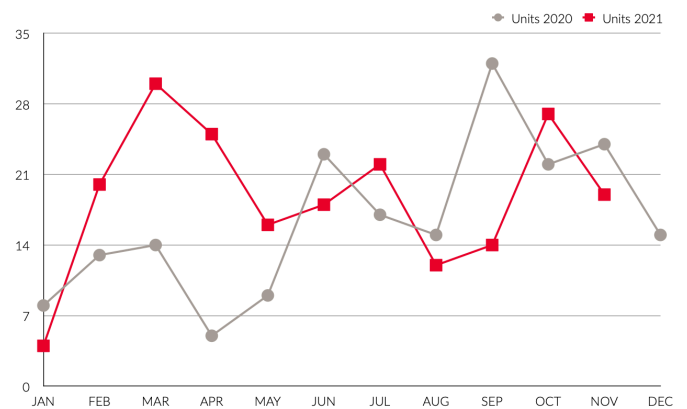
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

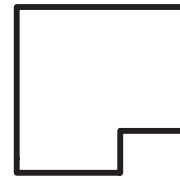
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



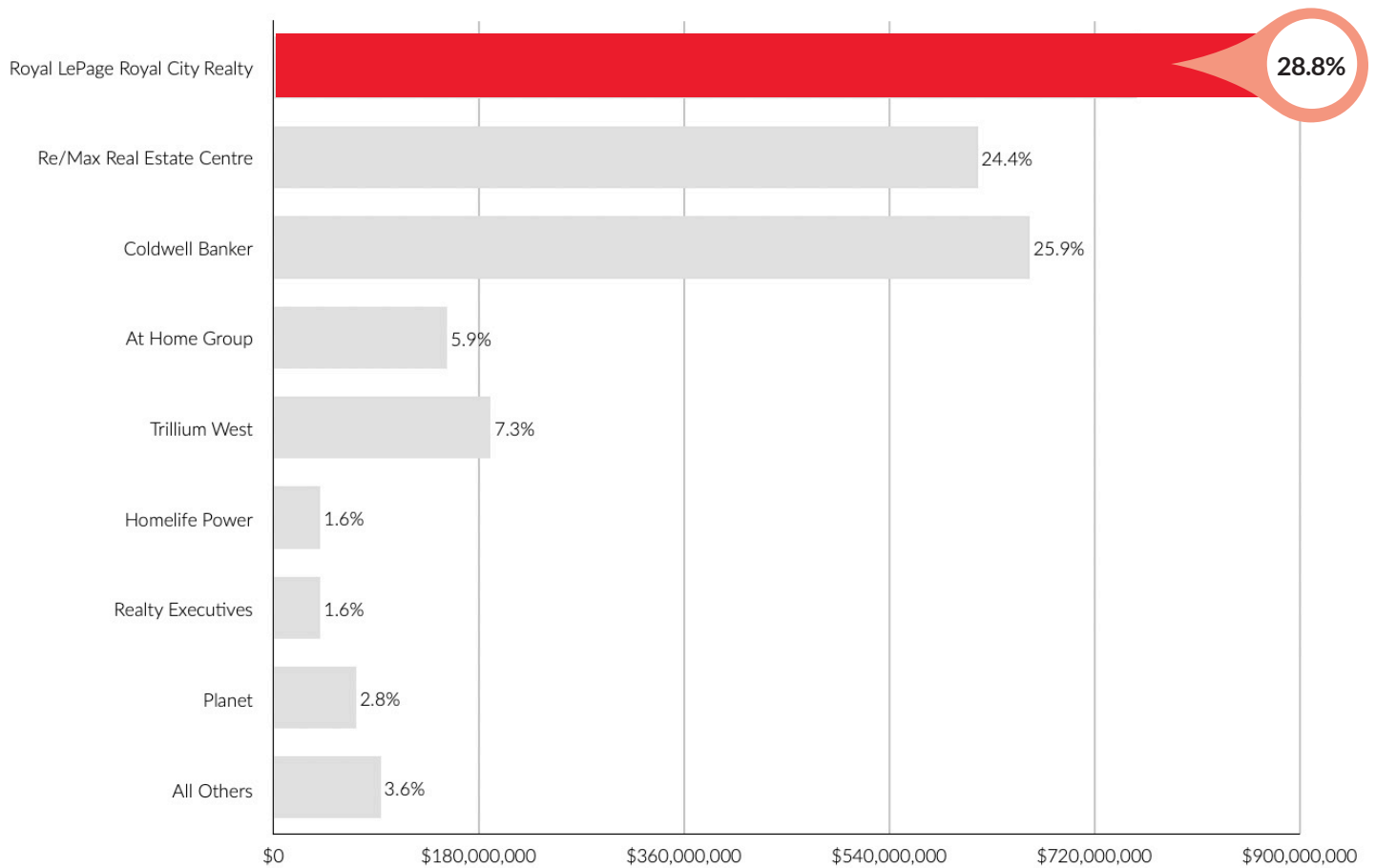
VACANT LAND

YTD Sales Volume	 \$207,920,183 +54.39%	 \$11,174,678 +4.72%	 \$1,625,000 -50.92%
YTD Unit Sales	 176 +23.08%	 17 +6.25%	 3 -40%
YTD Average Sale Price	 \$1,181,365 +25.44%	 \$657,334 -1.44%	 \$541,666.67 +61.51%
November Sales Volume	 \$22,909,544 +22.53%	 \$0 No change	 \$0 Down from \$460k
November Unit Sales	 18 No change	 0 No change	 0 Down from 1

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



MARKET DOMINANCE

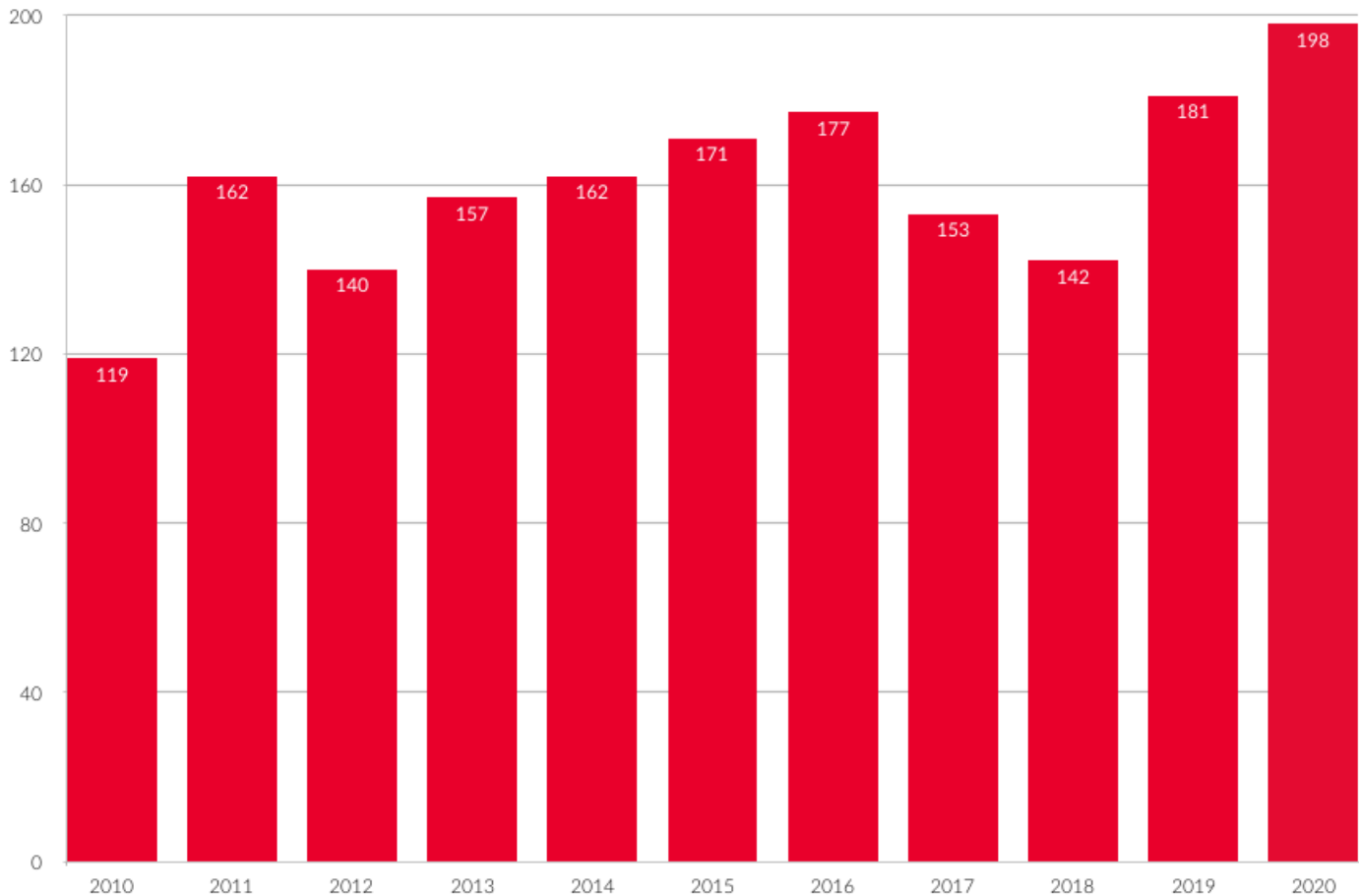


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
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



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