



2021 DECEMBER

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The City of Guelph saw typically slow sales activity throughout December and the holiday season, though this did not much affect the strong sellers market that has been seen all year. We can expect demand to continue to rise in the new year based on the continued rise of the average sale prices.



December year-over-year sales volume of \$103,552,279

Up 22.18% from 2020's \$84,756,269 with unit sales of 116 down 13.43% from last December's 134. New listings of 100 are up 11.11% from a year ago, with the sales/listing ratio of 48.95% up 11.62%.



Year-to-date sales volume of \$2,148,178,586

Up 38.8% from 2020's \$1,547,657,850 with unit sales of 2,734 up 10.29% from 2020's 2,479. New listings of 3,258 are up 8.49% from a year ago, with the sales/listing ratio of 83.92% up 1.37%.



Year-to-date average sale price of \$790,064

Up from \$616,286 one year ago with median sale price of \$727,500 up from \$584,375 one year ago. Average days-on-market of 11.92 is down 8.33 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$870,000

+41.99%

Sales Volume

\$103,552,279

+22.18%

Unit Sales

116

-13.43%

New Listings

100

+11.11%

Expired Listings

10

-16.67%

Unit Sales/Listings Ratio

48.95%

+11.62%

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



THE MARKET IN DETAIL

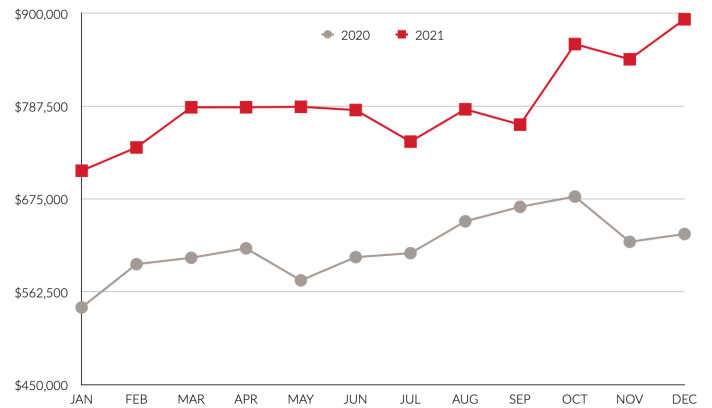
	2019	2020	2021	2020-2021
YTD Volume Sales	\$1,224,421,258	\$1,547,657,850	\$2,148,178,586	+38.8%
YTD Unit Sales	2,303	2,479	2,734	+10.29%
YTD New Listings	3,255	3,003	3,258	+8.49%
YTD Sales/Listings Ratio	70.75%	82.55%	83.92%	+1.37%
YTD Expired Listings	340	165	115	-30.3%
December Volume Sales	\$59,961,855	\$84,756,269	\$103,552,279	+22.18%
December Unit Sales	107	134	116	-13.43%
December New Listings	85	90	100	+11.11%
December Sales/Listings Ratio	32.92%	37.33%	48.95%	+11.62%
December Expired Listings	42	12	10	-16.67%
YTD Sales: \$0-\$199K	5	7	6	-14.29%
YTD Sales: \$200K-\$349K	283	114	19	-83.33%
YTD Sales: \$350K-\$549K	1073	889	470	-47.13%
YTD Sales: \$550K-\$749K	687	1019	960	-5.79%
YTD Sales: \$750K-\$999K	207	348	901	+158.91%
YTD Sales: \$1M+	48	99	387	+290.9%
YTD Average Days-On-Market	27	20.25	11.92	-41.15%
YTD Average Sale Price	\$539,066	\$616,286	\$790,064	+28.2%
YTD Median Sale Price	\$518,000	\$584,375	\$727,500	+24.49%

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

AVERAGE SALE PRICE

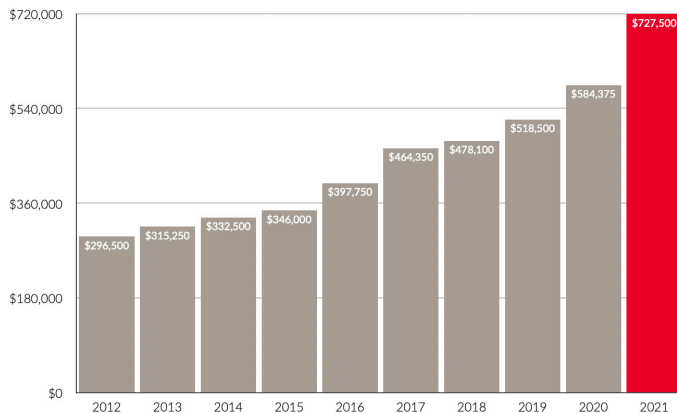


Year-Over-Year

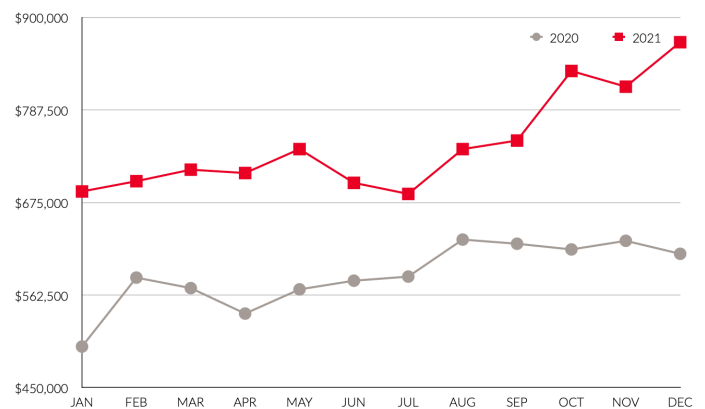


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



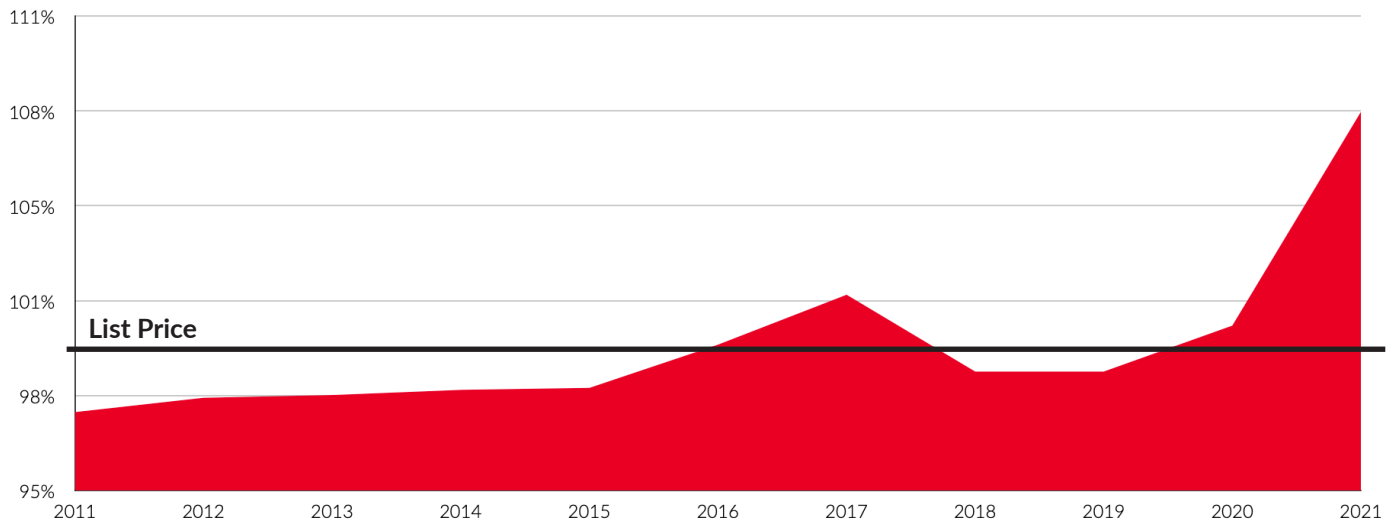
Year-Over-Year



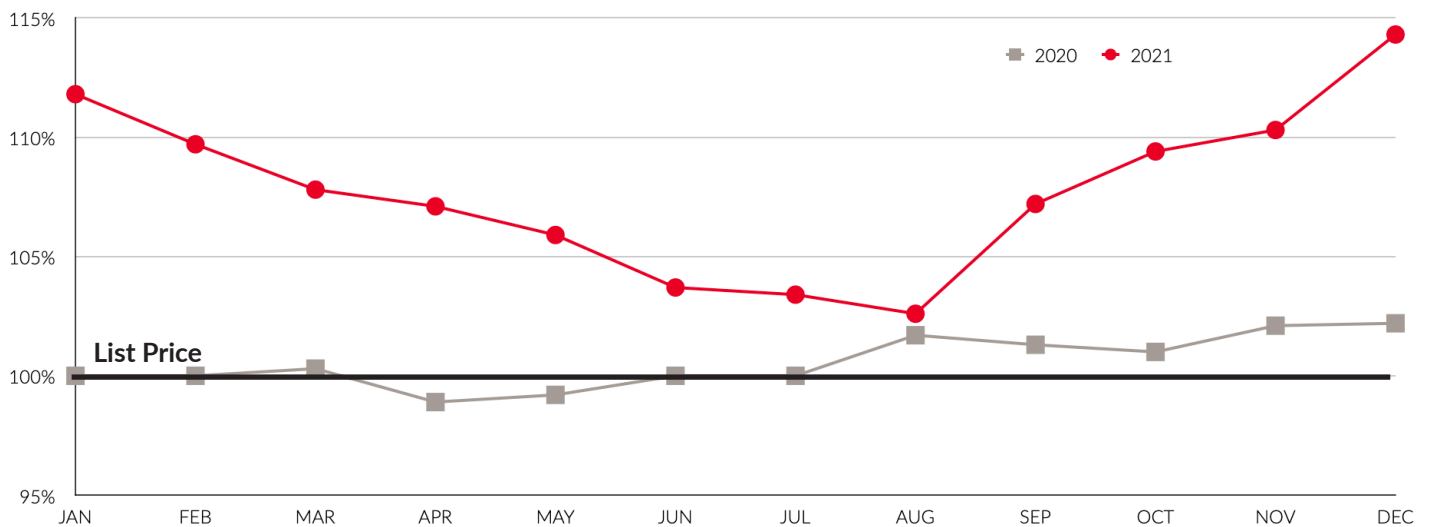
Month-Over-Month 2020 vs. 2021

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

SALE PRICE VS. LIST PRICE RATIO

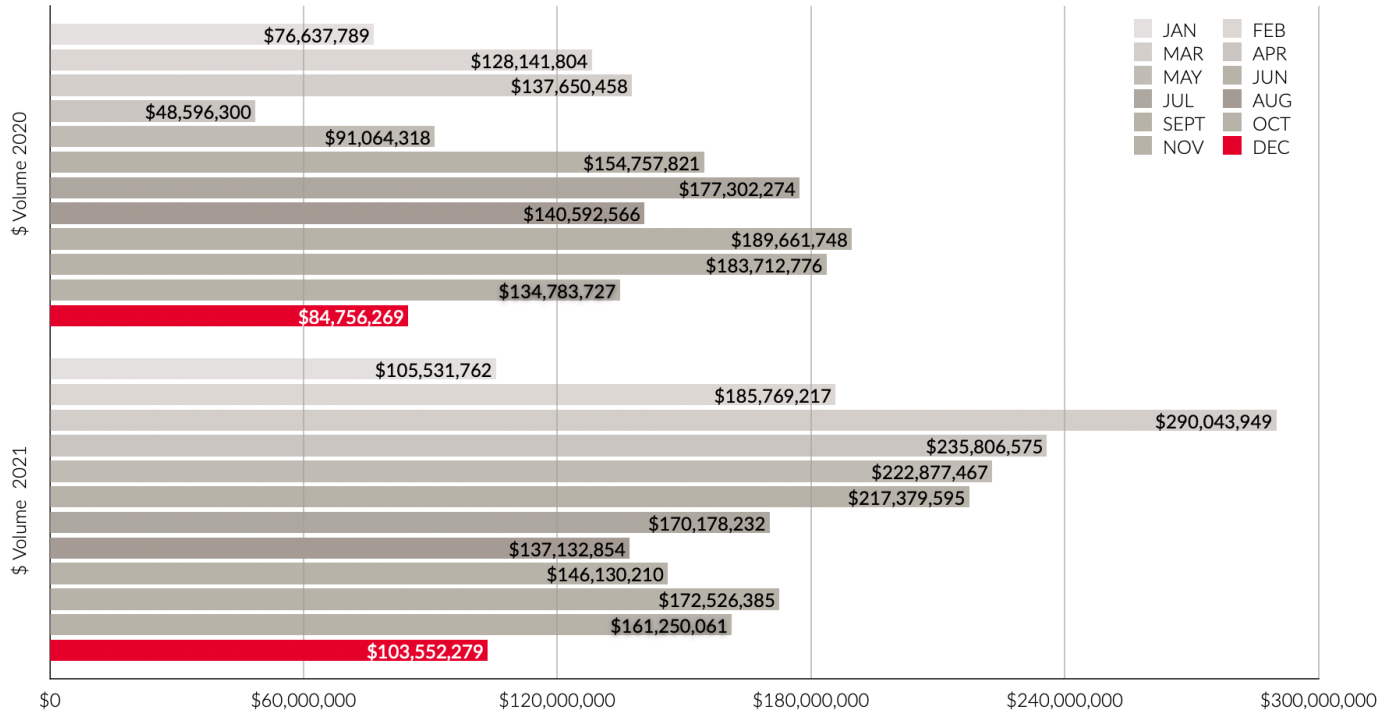


Year-Over-Year

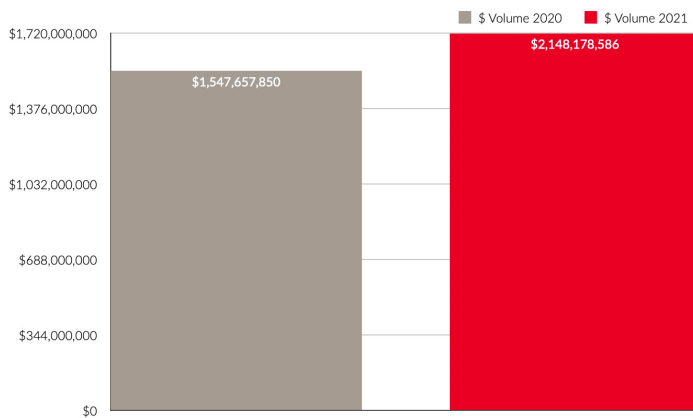


Month-Over-Month 2020 vs. 2021

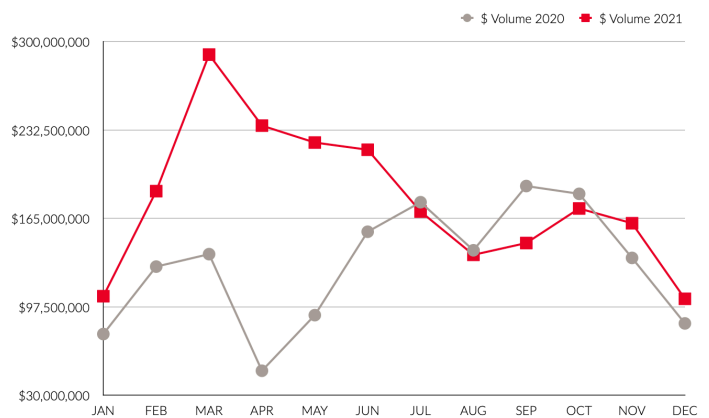
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

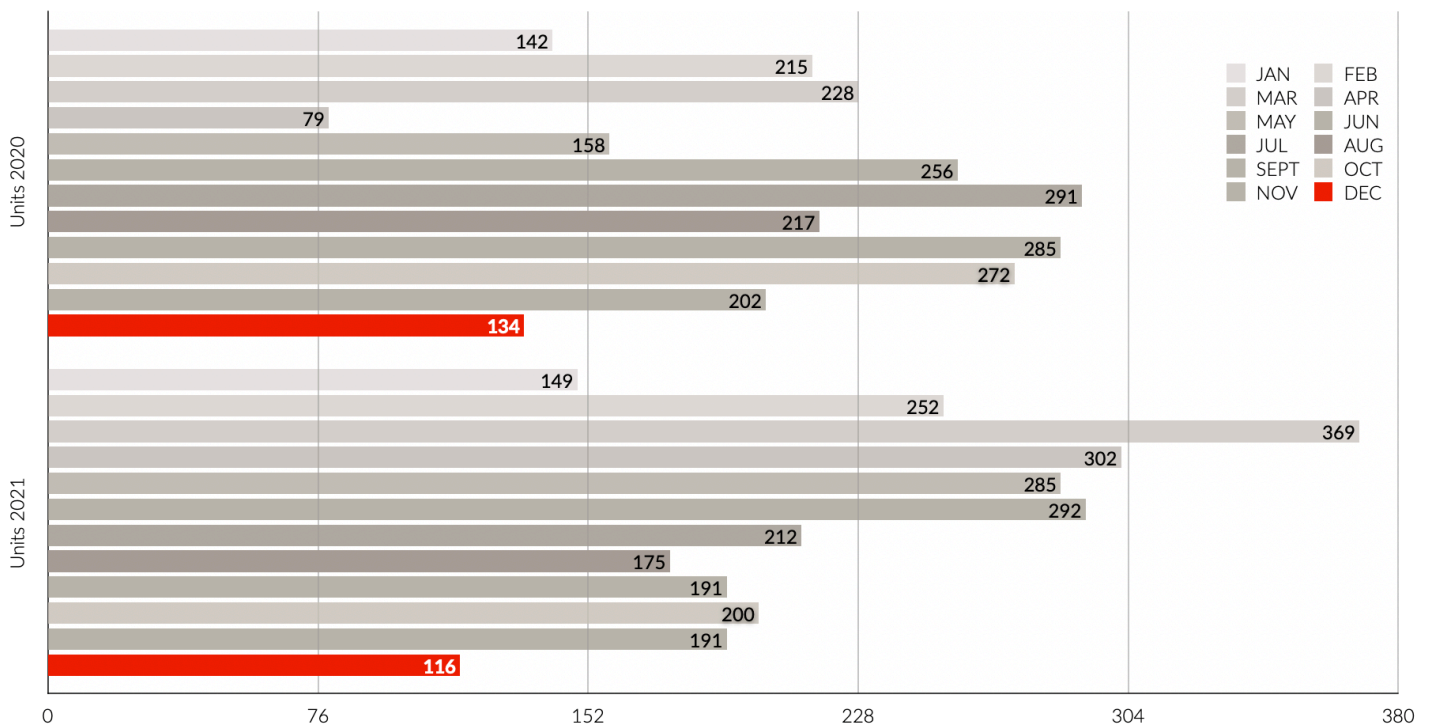


Yearly Totals 2020 vs. 2021

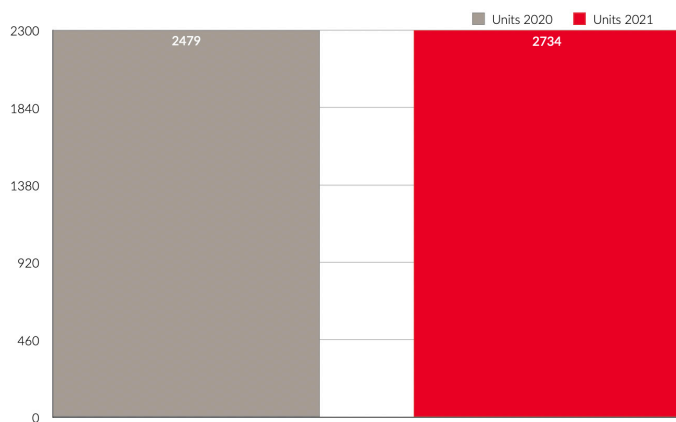


Month vs. Month 2020 vs. 2021

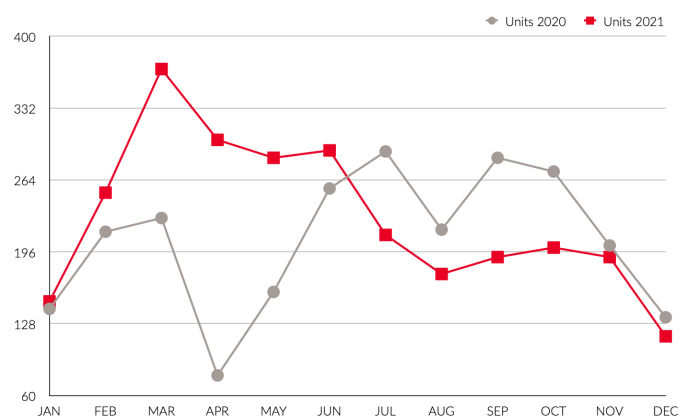
UNIT SALES



Monthly Comparison 2020 vs. 2021

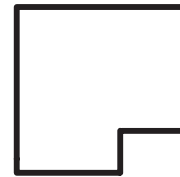

















Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

SALES BY TYPE

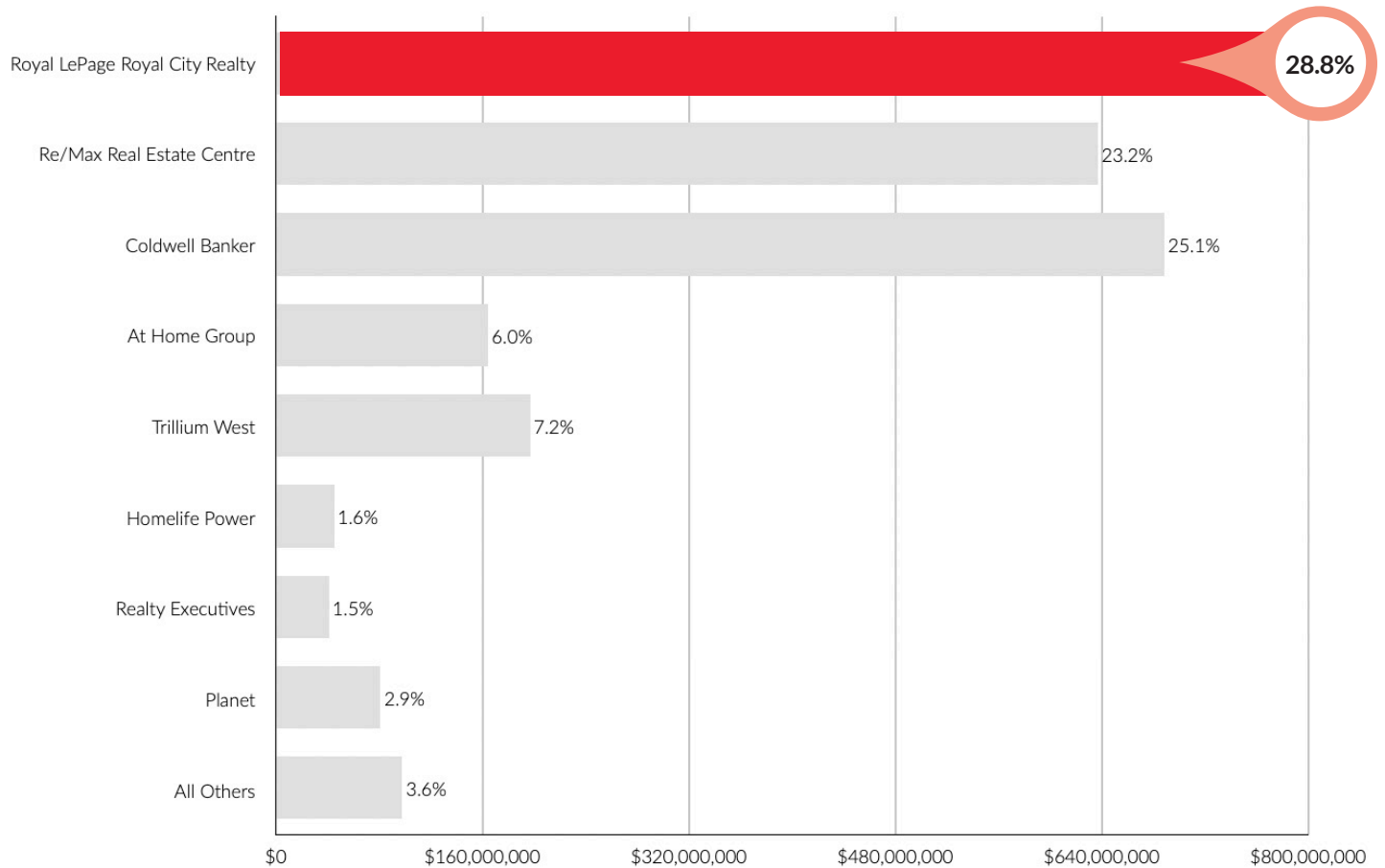


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,461,258,734 +37.14%	 \$534,827,231 +38.18%	 \$11,065,288 +172.9%
YTD Unit Sales	 1,678 +8.19%	 938 +13.42%	 15 +150%
YTD Average Sale Price	 \$870,834 +26.76%	 \$570,178 +21.81%	 \$737,685 +9.15%
December Sales Volume	 \$70,940,918 +29.72%	 \$22,602,861 -7.95%	 \$390,000 Up from \$0
December Unit Sales	 71 -6.58%	 36 -29.41%	 1 Up from 0

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



MARKET DOMINANCE

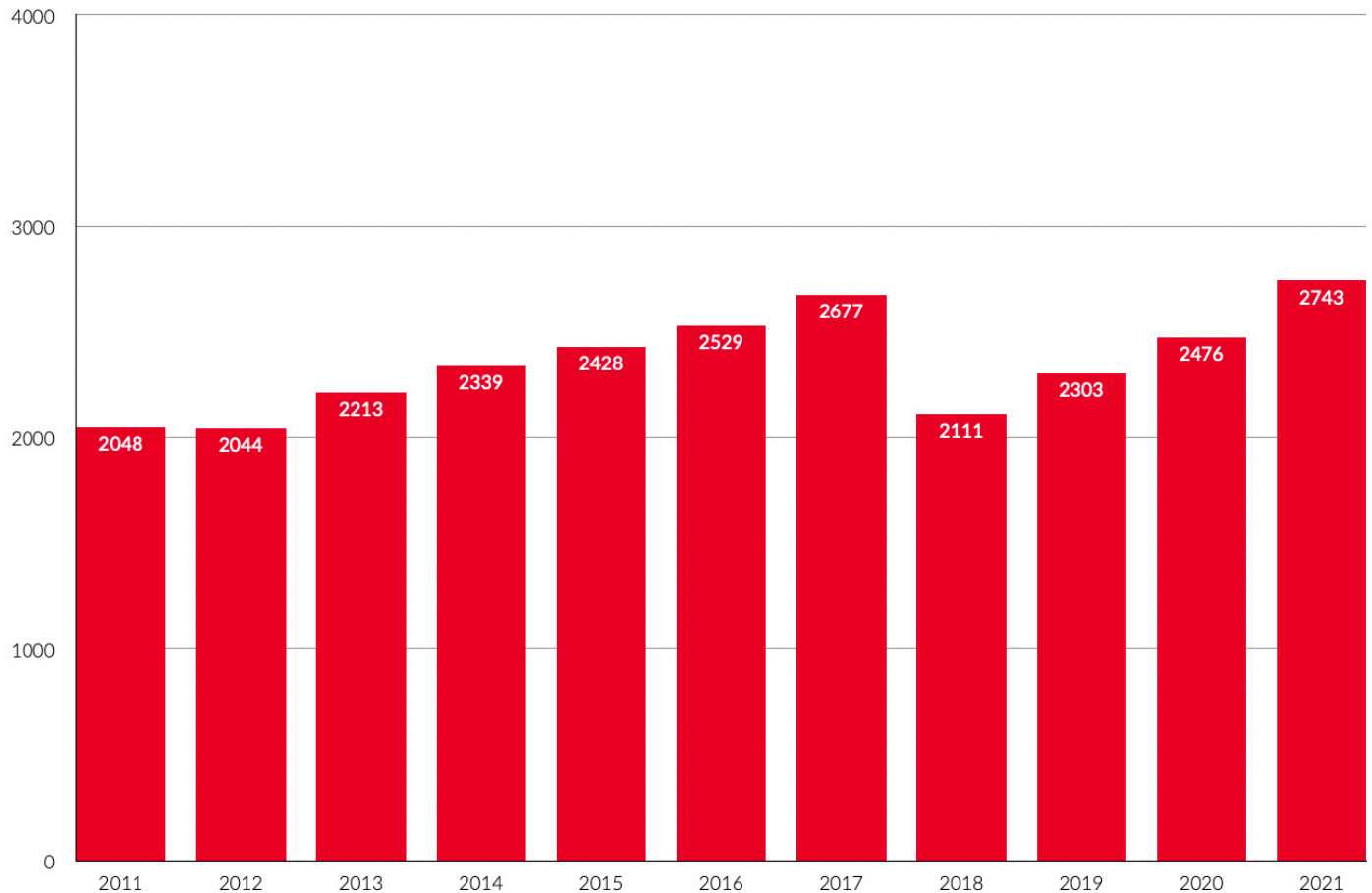


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 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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