



# 2021 DECEMBER

**GUELPH/ERAMOSA**

Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa slowed down as expected during this time of year, but the decrease in sales activity this month was not enough to bring down the strong sellers market we have been in all year. With higher sale prices and average days-on-market steadily decreasing, we can expect a competitive market amongst buyers in the new year.



### December year-over-year sales volume of \$12,487,500

Down 29.98% from 2020's \$17,833,100 with unit sales of 7 down 53.33% from last December's 15. New listings of 9 are equal to the new listings from 2020, with the sales/listing ratio of 23.33% down 23.54%.



### Year-to-date sales volume of \$263,731,419

Up 39.86% from 2020's \$188,565,766 with unit sales of 214 up 8.63% from last December's 197. New listings of 289 are up 22.46% from a year ago, with the sales/listing ratio of 74.05% down 9.43%.



### Year-to-date average sale price of \$1,230,487

Up from \$913,078 one year ago with median sale price of \$1,097,500 up from \$780,500 one year ago. Average days-on-market of 18.83 is down 28 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$1,095,000**

+6.05%

Sales Volume

**\$12,487,500**

-29.98%

Unit Sales

**7**

-53.33%

New Listings

**9**

No Change

Expired Listings

**3**

No Change

Unit Sales/Listings Ratio

**23.33%**

-23.54%

*Year-over-year comparison*

*(December 2021 vs. December 2020)*

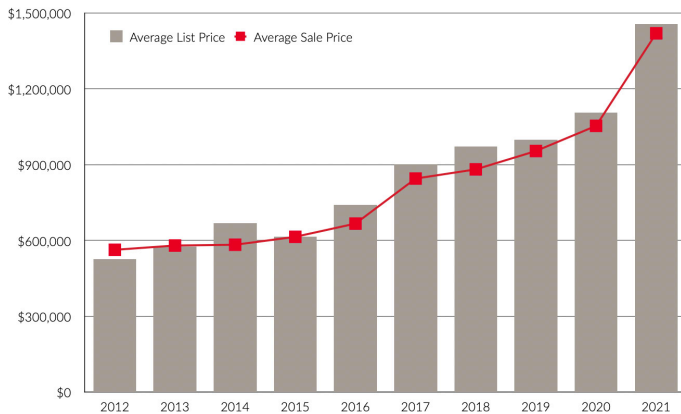


# THE MARKET IN DETAIL

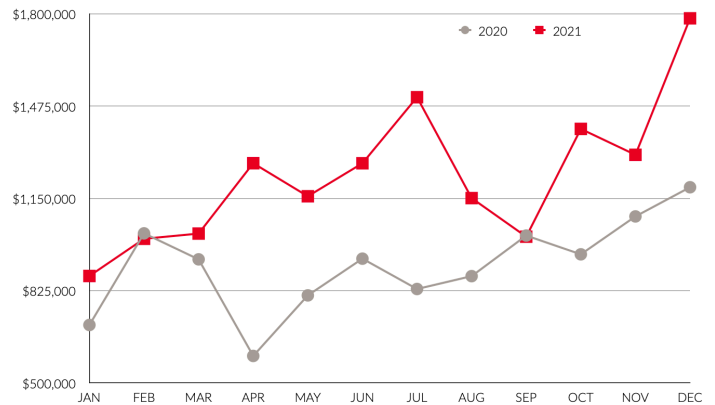
	2019	2020	2021	2020-2021
<b>YTD Volume Sales</b>	\$148,221,339	\$188,565,766	\$263,731,419	+39.86%
<b>YTD Unit Sales</b>	183	197	214	+8.63%
<b>YTD New Listings</b>	338	236	289	+22.46%
<b>YTD Sales/Listings Ratio</b>	54.14%	83.47%	74.05%	-9.43%
<b>YTD Expired Listings</b>	62	27	12	-55.56%
<b>December Volume Sales</b>	\$8,142,000	\$17,833,100	\$12,487,500	-29.98%
<b>December Unit Sales</b>	10	15	7	-53.33%
<b>December New Listings</b>	14	9	9	No Change
<b>December Sales/Listings Ratio</b>	23.81%	46.88%	23.33%	-23.54%
<b>December Expired Listings</b>	2	3	3	No Change
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200K-\$349K</b>	5	3	0	Down from 3
<b>YTD Sales: \$350K-\$549K</b>	18	16	8	-50%
<b>YTD Sales: \$550K-\$749K</b>	73	47	23	-51.06%
<b>YTD Sales: \$750K-\$999K</b>	53	77	54	-29.87%
<b>YTD Sales: \$1M+</b>	32	55	129	+134.55%
<b>YTD Average Days-On-Market</b>	48.5	46.93	18.83	-59.79%
<b>YTD Average Sale Price</b>	\$826,815	\$913,078	\$1,230,487	+34.76%
<b>YTD Median Sale Price</b>	\$754,500	\$780,500	\$1,097,500	+40.61%

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

# AVERAGE SALE PRICE

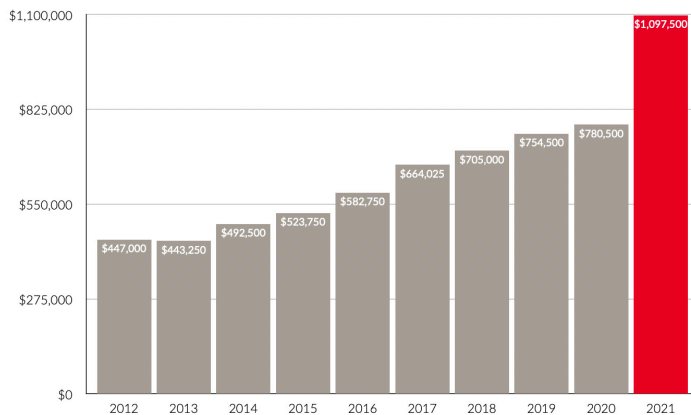


Year-Over-Year

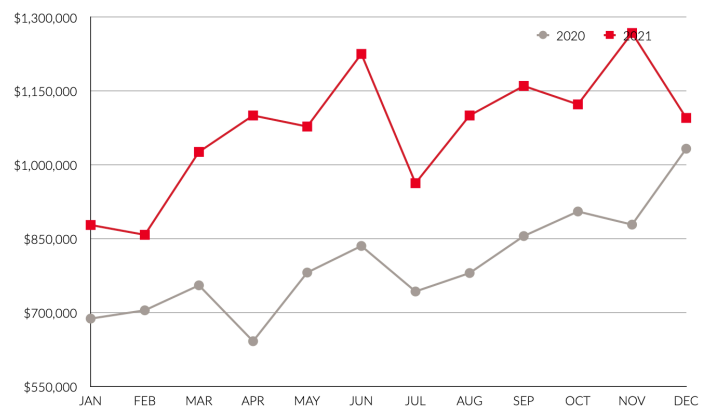


Month-Over-Month 2020 vs. 2021

# MEDIAN SALE PRICE



Year-Over-Year

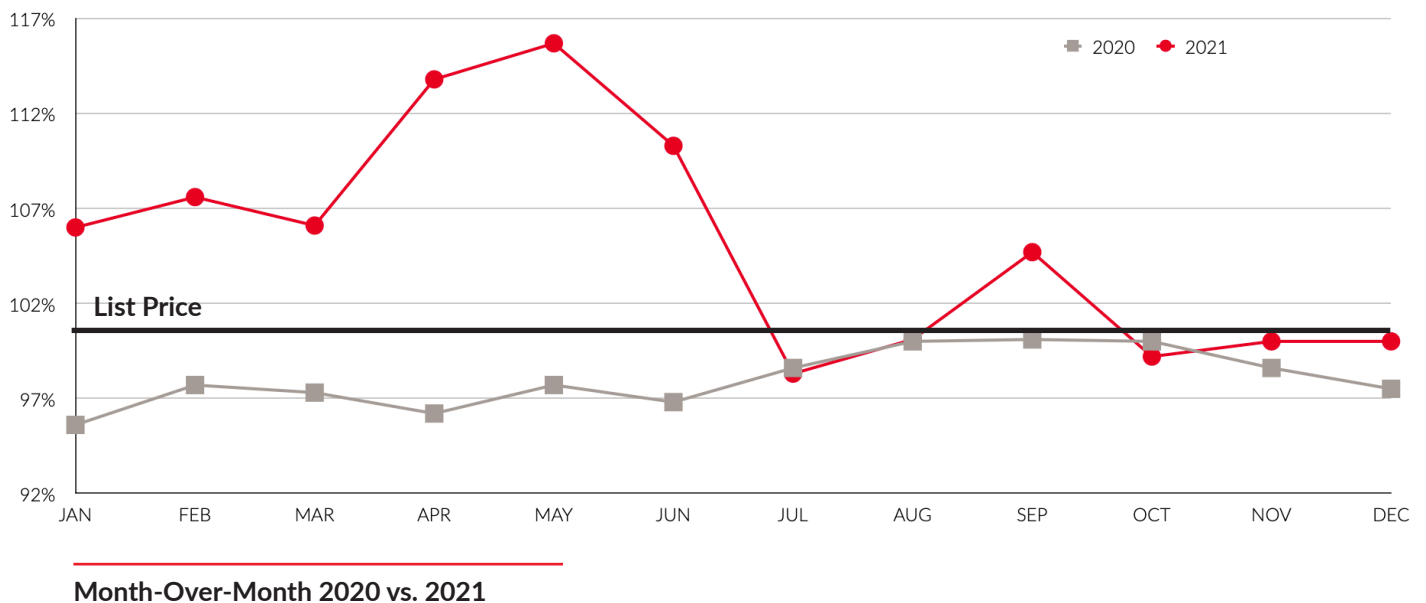
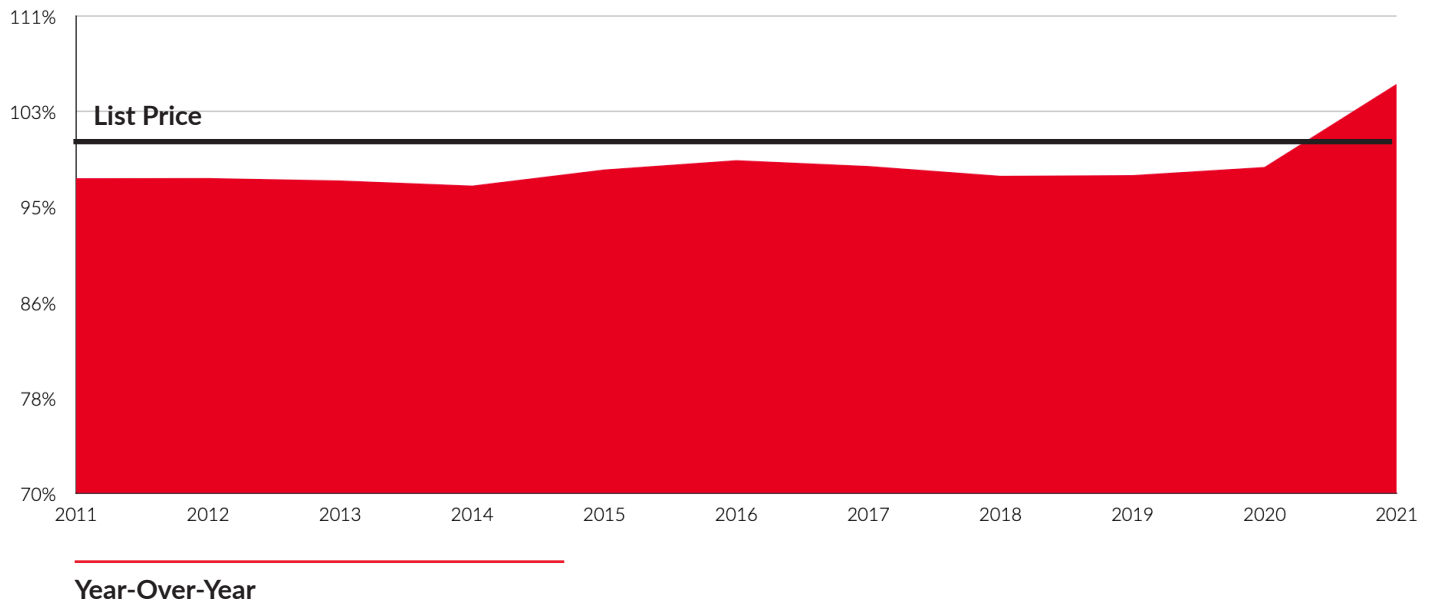


Month-Over-Month 2020 vs. 2021

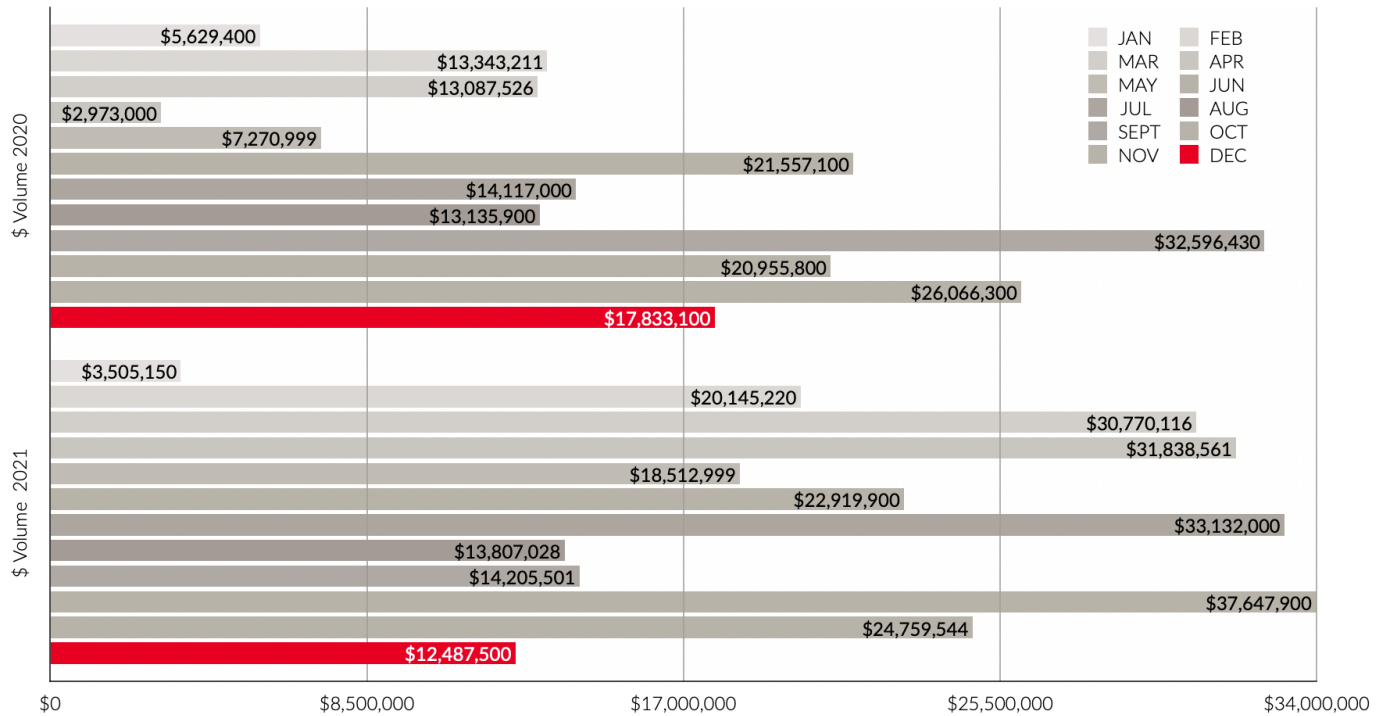
\* Median sale price is based on residential sales (including freehold and condominiums).



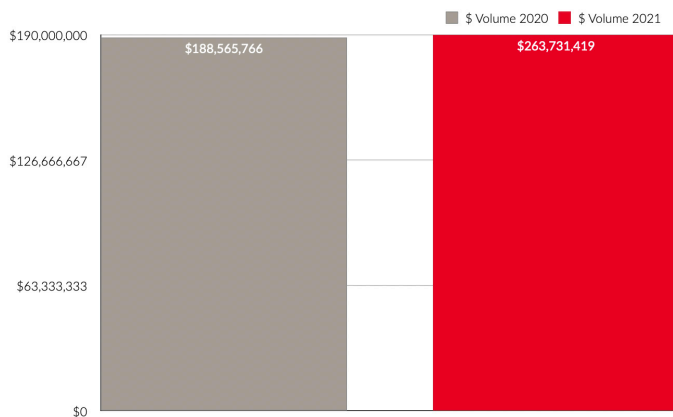
# SALE PRICE VS. LIST PRICE RATIO



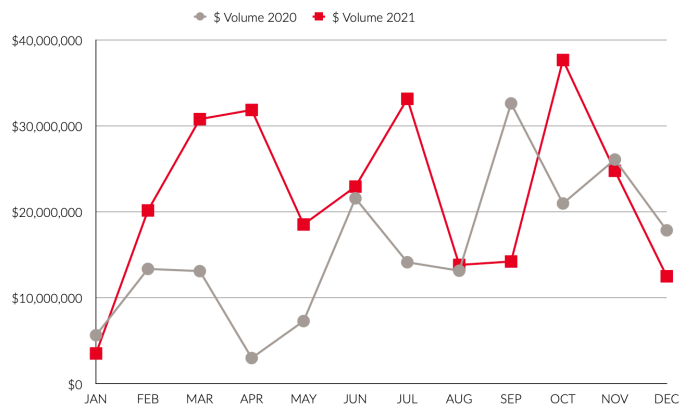
# DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

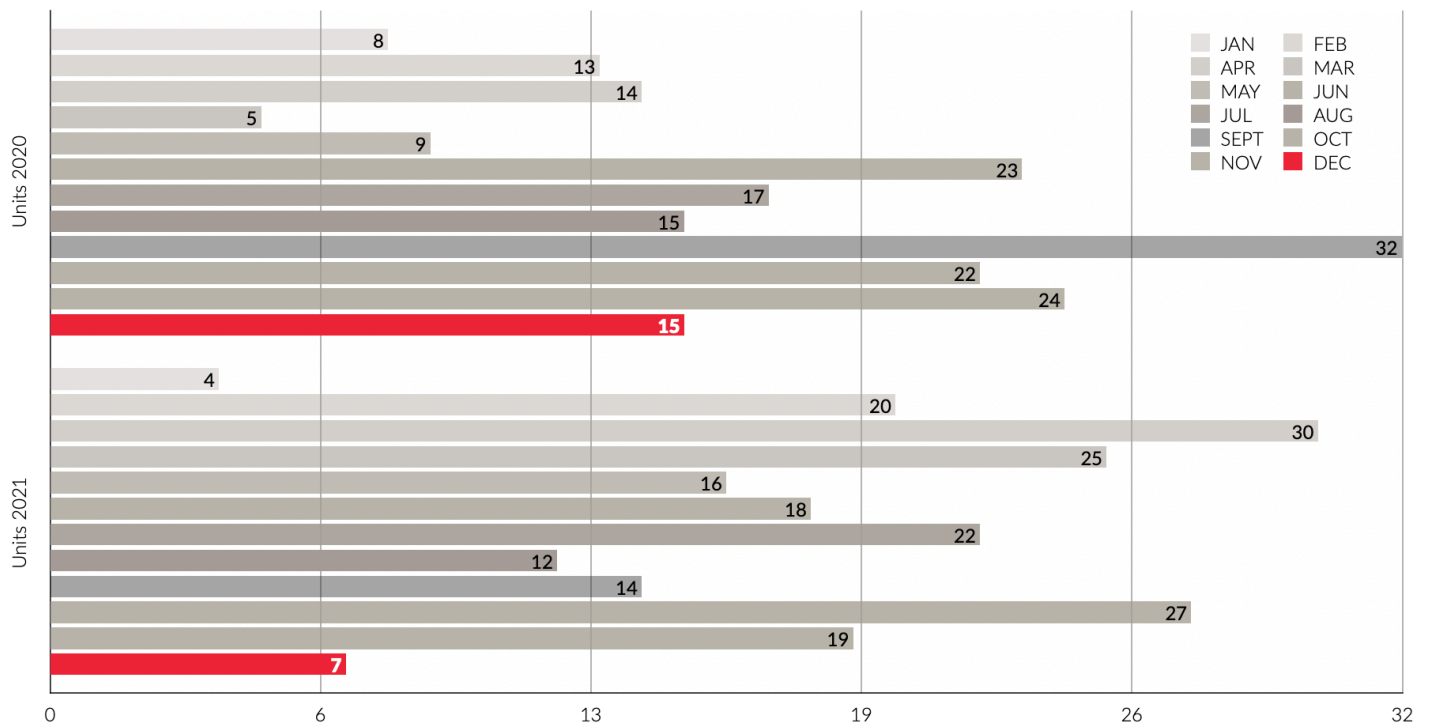


Yearly Totals 2020 vs. 2021

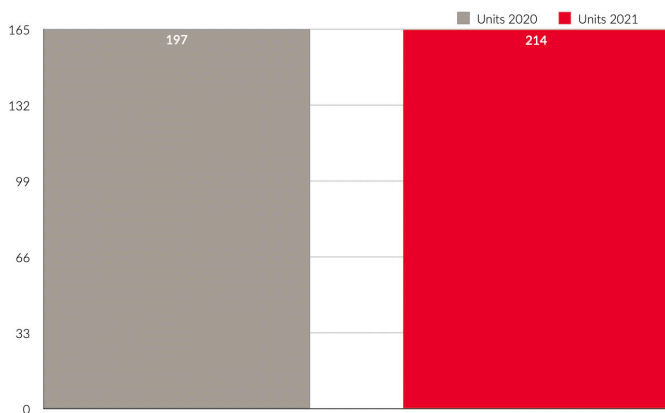


Month vs. Month 2020 vs. 2021

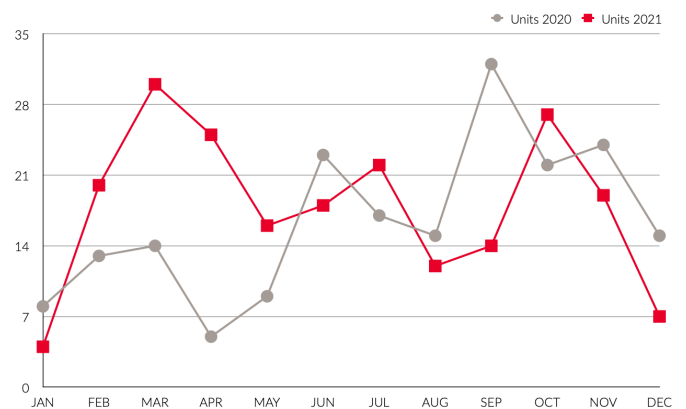
# UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

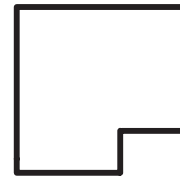
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

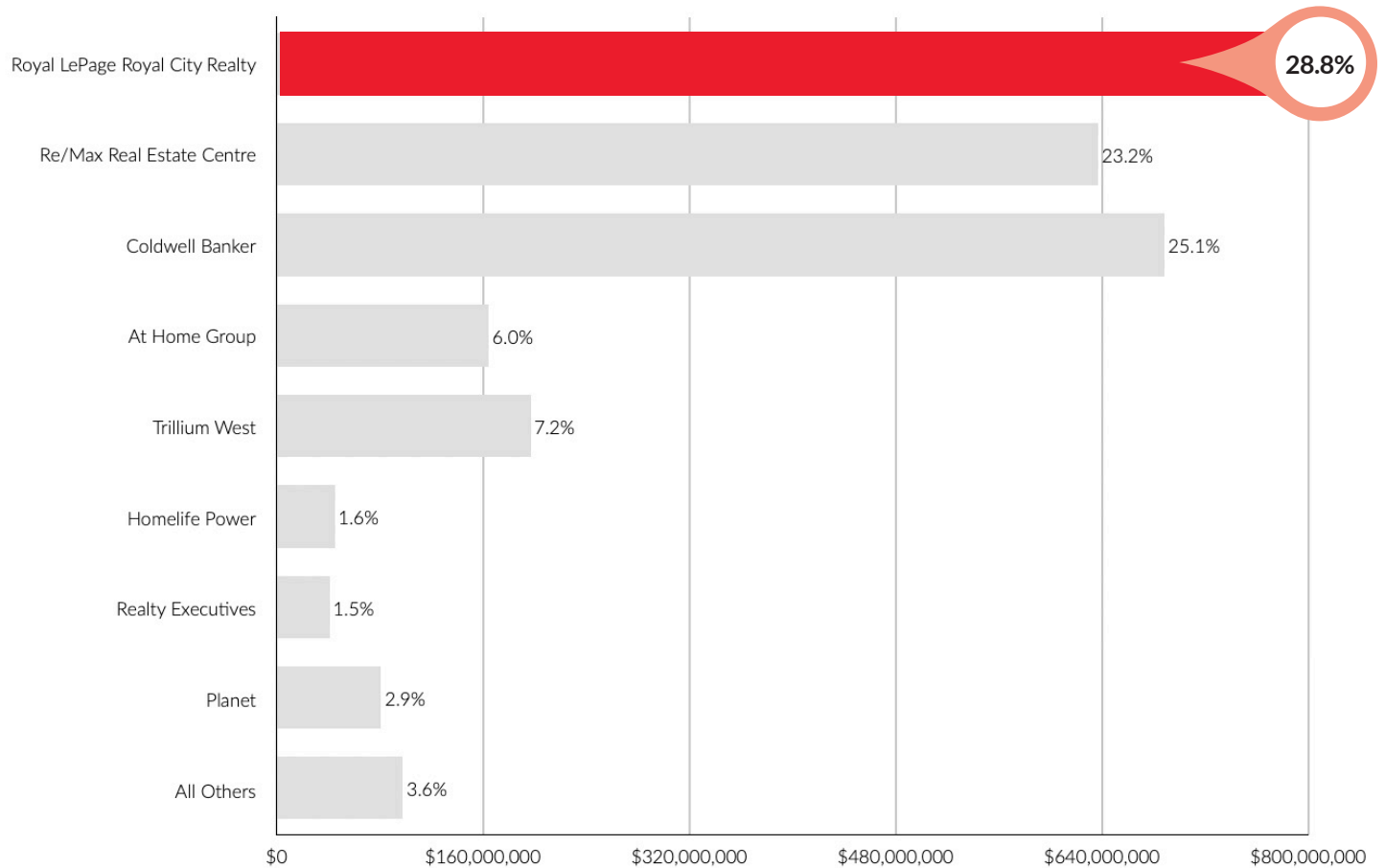
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$215,567,683</b> +43.74%	 <b>\$11,174,678</b> +4.72%	 <b>\$1,625,000</b> -50.92%
YTD Unit Sales	 <b>181</b> +15.29%	 <b>17</b> +6.25%	 <b>3</b> -40%
YTD Average Sale Price	 <b>\$1,191,479</b> +24.68%	 <b>\$657,334</b> -1.44%	 <b>\$541,666.67</b> -8.59%
December Sales Volume	 <b>\$7,737,500</b> -49.63%	 <b>\$0</b> No change	 <b>\$0</b> No Change
December Unit Sales	 <b>5</b> -64.29%	 <b>0</b> No chage	 <b>0</b> No Change

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





# MARKET DOMINANCE

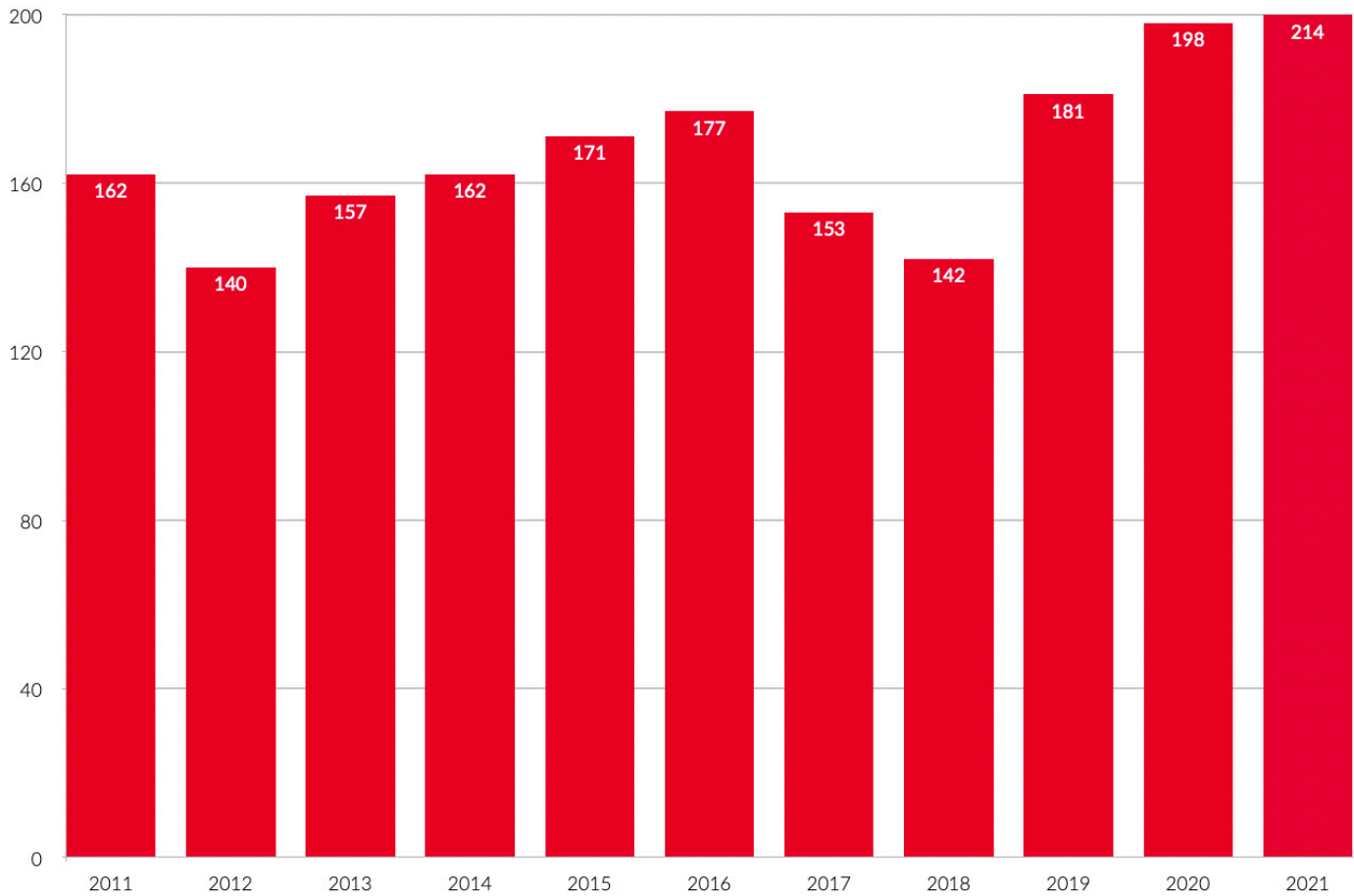


## Market Share by Dollar Volume

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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