



2021 MARCH

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

SELLER'S MARKET

The real estate market in the City of Guelph shows no signs of slowing down with an overall increase in March numbers. Sales volume has significantly increased, with twice as many sales as this time last year. With improving inventory, unit sales have also increased substantially. However, demand continues to outpace the market pushing year over year average and median home prices upward by 28% and 25% respectively.



March year-over-year sales volume of \$288,567,949

Up 109.64% from 2020's \$137,650,458 with unit sales of 367 up 60.96% from last March's 228. New listings of 439 are up 42.53% from a year ago, with the sales/listing ratio of 83.6% up 9.57%.



Year-to-date sales volume of \$579,868,928

Up 69.34% from 2020's \$342,430,051 with unit sales of 768 up 31.28% from 2020's 585. New listings of 963 are up 22.83% from a year ago, with the sales/listing ratio of 79.75% up 5.13%.



Year-to-date average sale price of \$744,225

Up from \$581,089 one year ago with median sale price of \$701,000 up from \$571,000 one year ago. Average days-on-market of 10.67 is down 9.66 days from last year.

MARCH NUMBERS

Median Sale Price

\$715,000

+25.22%

Sales Volume

\$288,567,949

+109.64%

Unit Sales

367

+60.96%

New Listings

439

+42.53%

Expired Listings

3

-62.5%

Unit Sales/Listings Ratio

83.6%

+9.57%

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

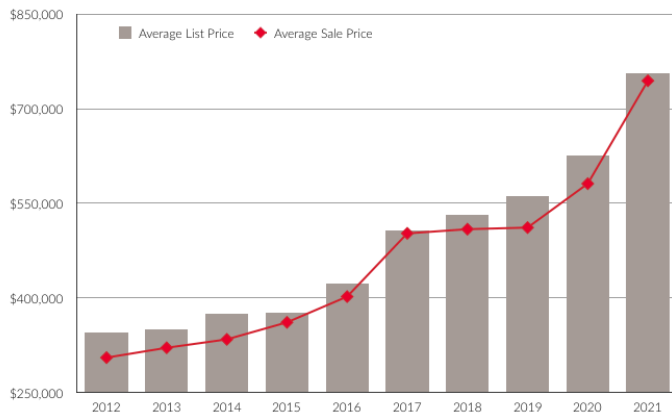


THE MARKET IN DETAIL

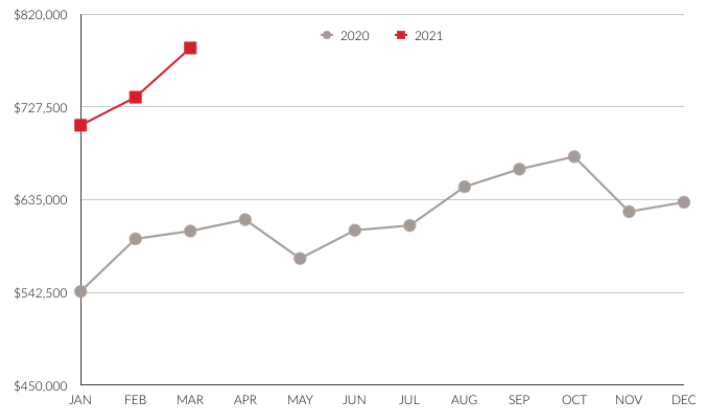
	2019	2020	2021	2020-2021
YTD Volume Sales	\$238,880,036	\$342,430,051	\$579,868,928	+69.34%
YTD Unit Sales	465	585	768	+31.28%
YTD New Listings	752	784	963	+22.83%
YTD Sales/Listings Ratio	61.84%	74.62%	79.75%	+5.13%
YTD Expired Listings	56	32	15	-53.12%
March Volume Sales	\$103,254,523	\$137,650,458	\$288,567,949	+109.64%
March Unit Sales	196	228	367	+60.96%
March New Listings	273	308	439	+42.53%
March Sales/Listings Ratio	71.79%	74.03%	83.6%	+9.57%
March Expired Listings	21	8	3	-62.5%
YTD Sales: Under \$0-\$199K	2	3	1	-66.67%
YTD Sales: Under \$200K-\$349K	61	31	8	-74.19%
YTD Sales: Under \$350K-\$549K	233	241	140	-41.91%
YTD Sales: Under \$550K-\$749K	132	228	319	+39.91%
YTD Sales: Under \$750K-\$999K	34	64	220	+243.75%
YTD Sales: \$1M+	3	18	79	+338.9%
YTD Average Days-On-Market	28	20.33	10.67	-47.54%
YTD Average Sale Price	\$511,518	\$581,089	\$744,225	+28.07%
YTD Median Sale Price	\$485,000	\$571,000	\$701,000	+22.77%

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

AVERAGE SALE PRICE

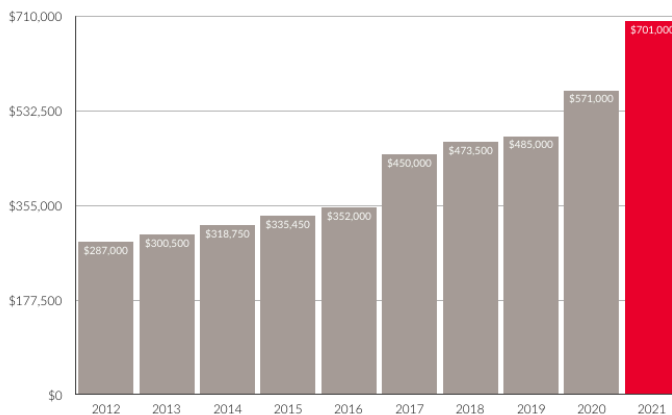


Year-Over-Year

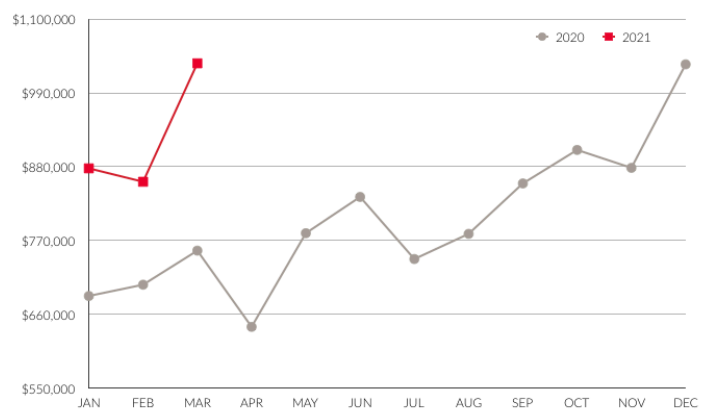


Month-Over-Month 2020 vs. 2021

MEDIAN SALE PRICE



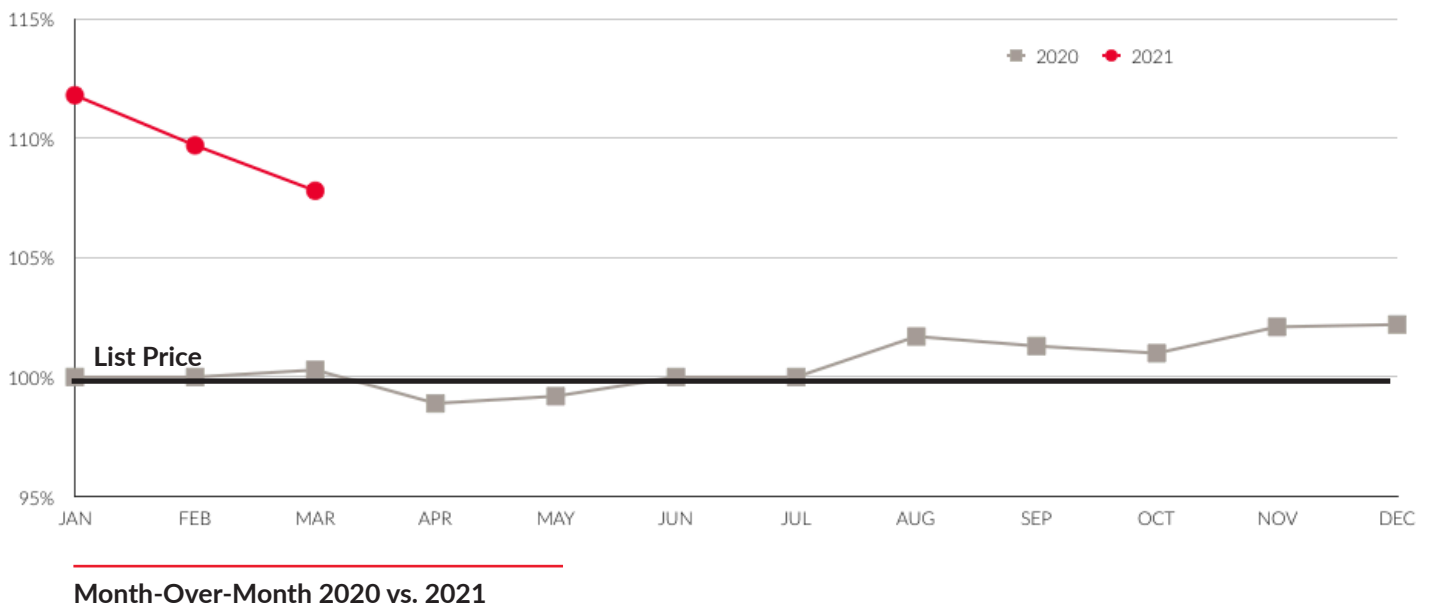
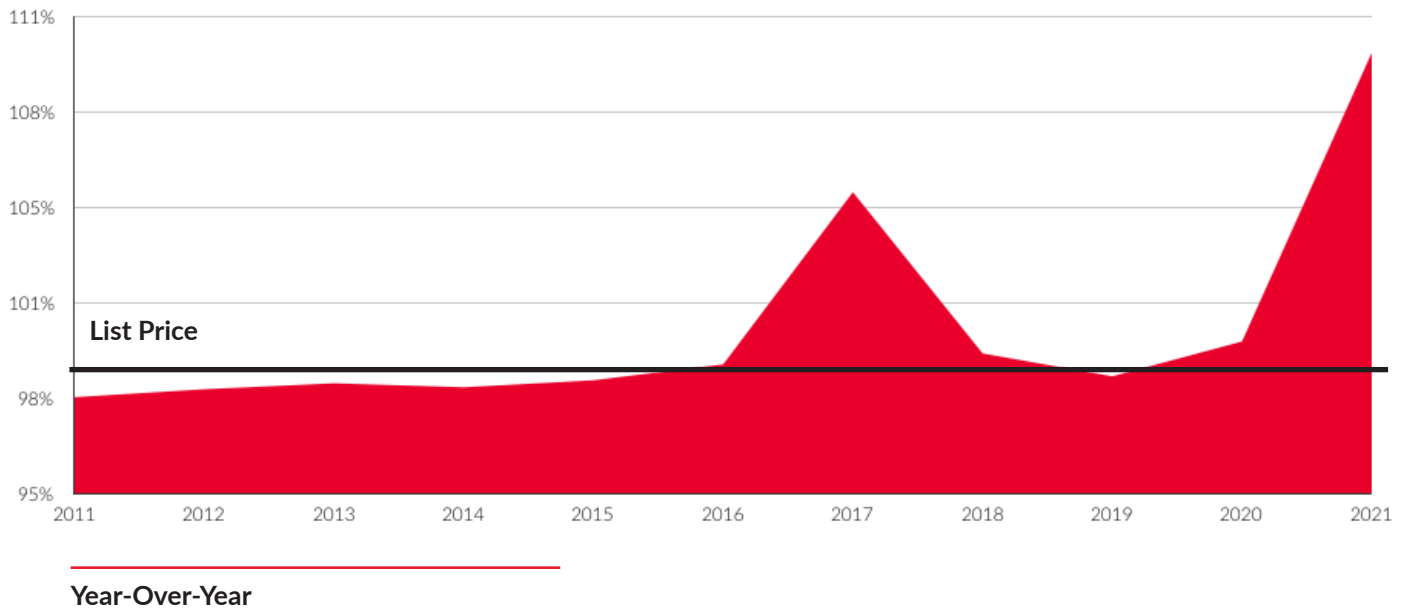
Year-Over-Year



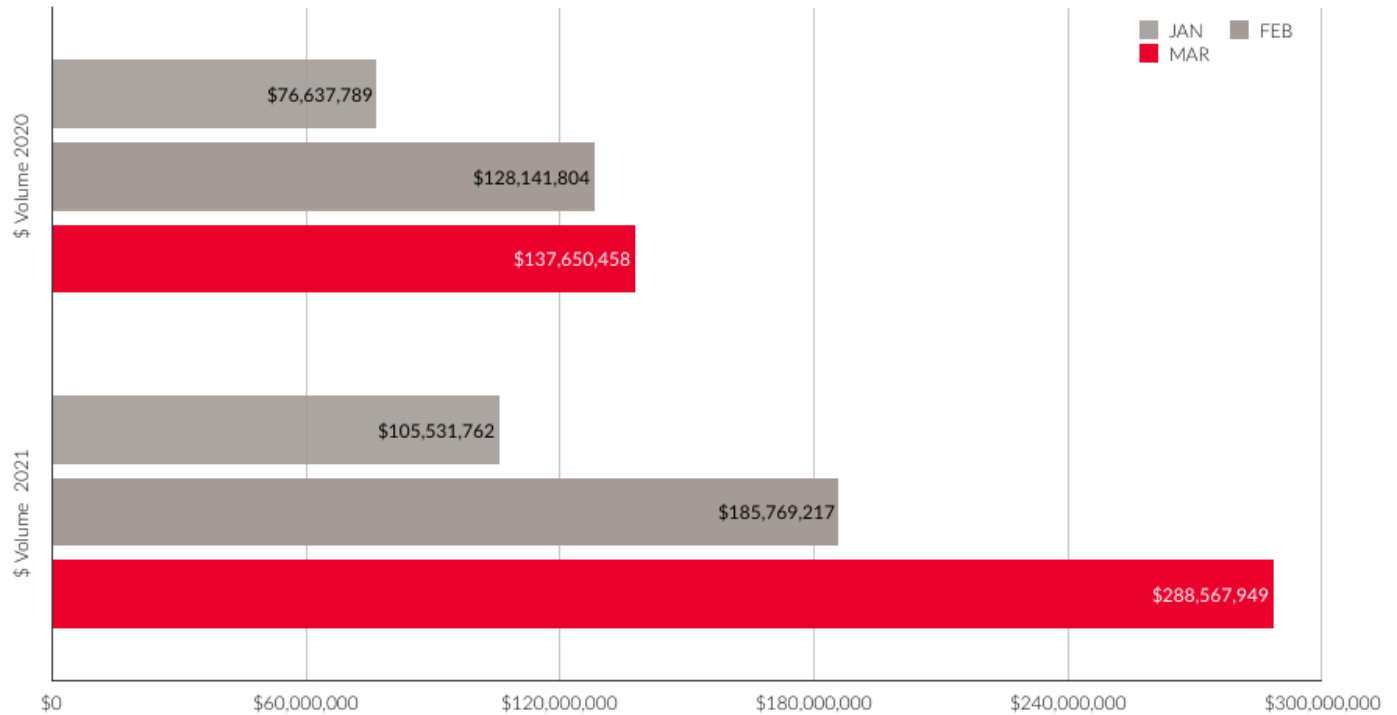
Month-Over-Month 2020 vs. 2021

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

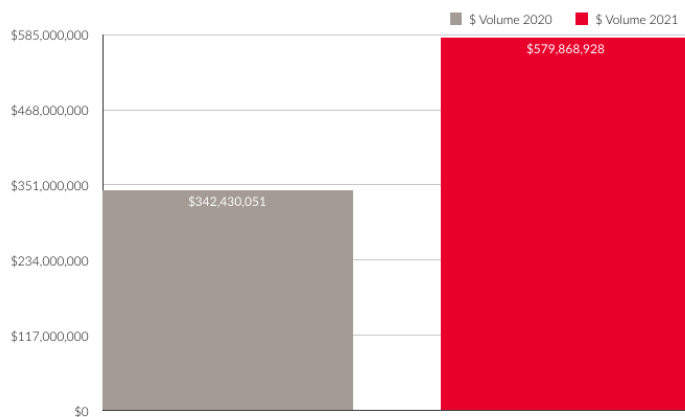
SALE PRICE VS. LIST PRICE RATIO



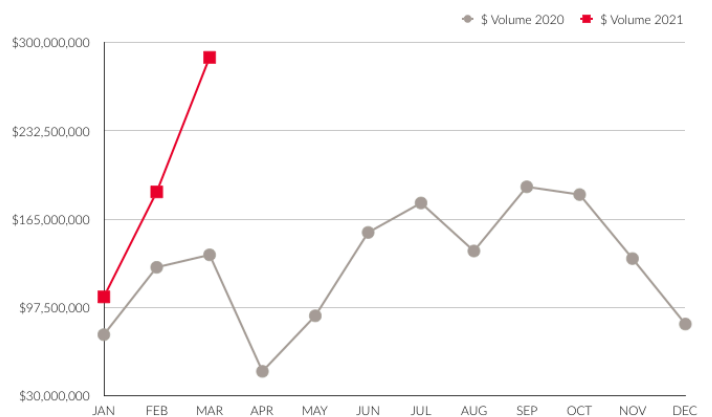
DOLLAR VOLUME SALES



Monthly Comparison 2020 vs. 2021

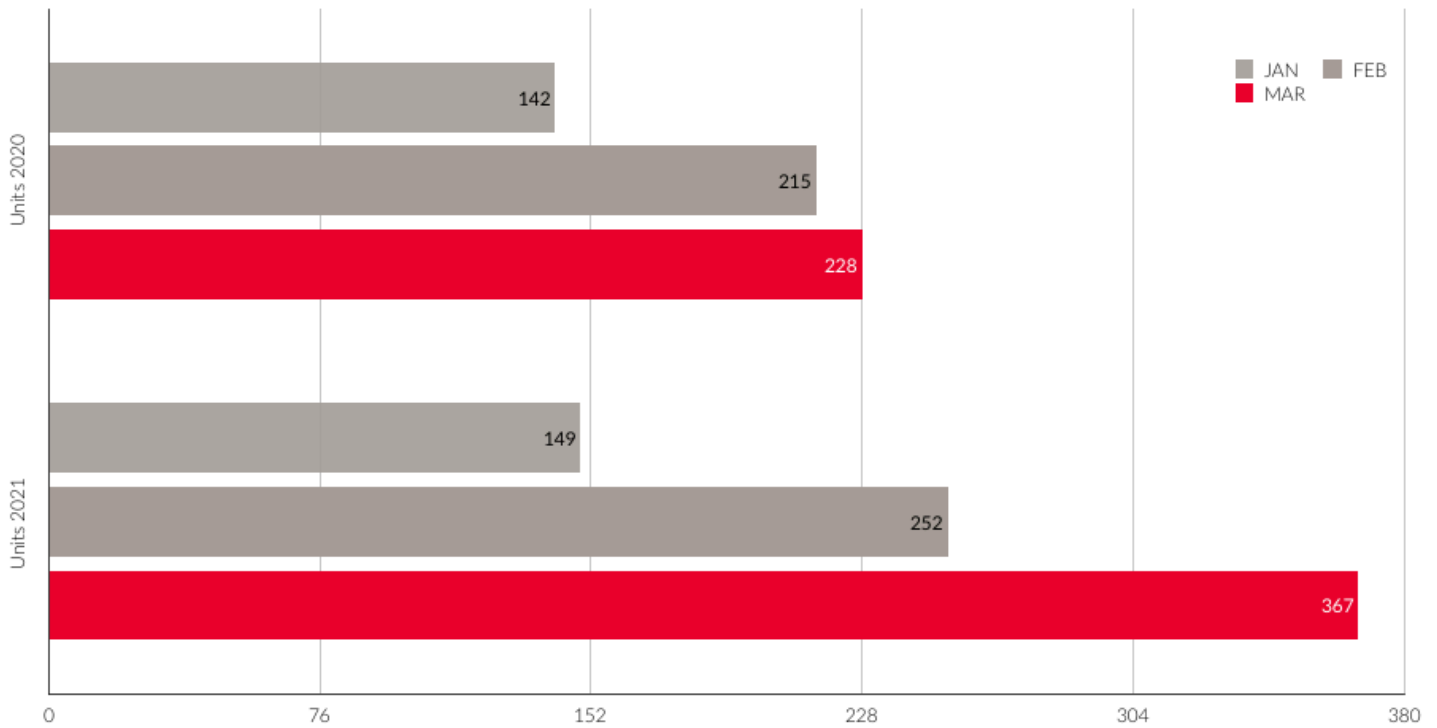


Yearly Totals 2020 vs. 2021

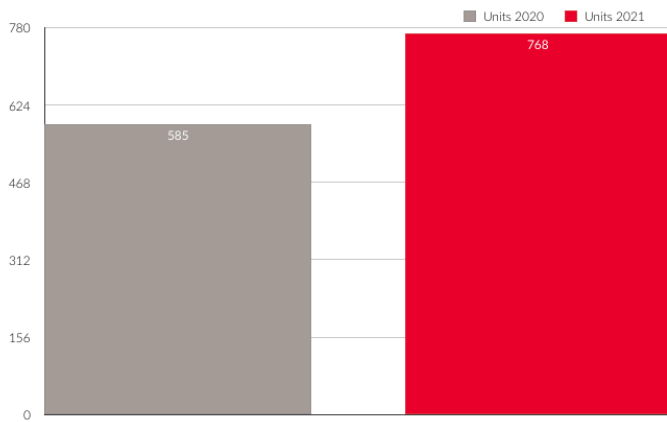


Month vs. Month 2020 vs. 2021

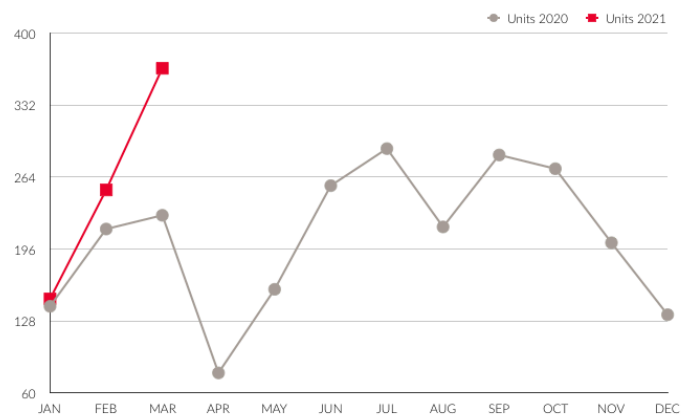
UNIT SALES



Monthly Comparison 2020 vs. 2021



Yearly Totals 2020 vs. 2021



Month vs. Month 2020 vs. 2021

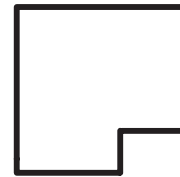
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



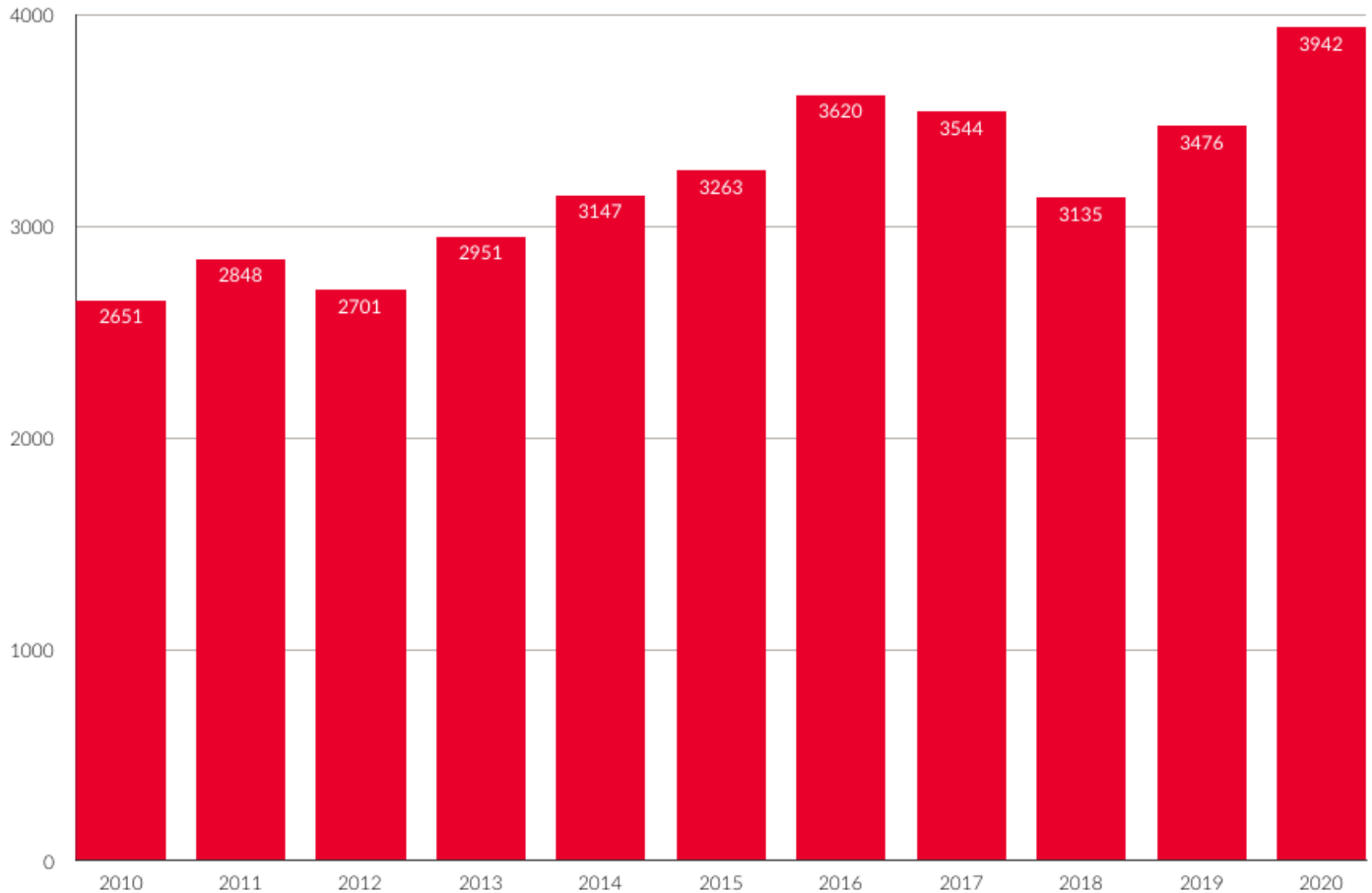
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$388,465,961 +65.48%	 \$155,154,767 +67.76%	 \$2,795,000 +330%
YTD Unit Sales	 468 +29.64%	 275 +32.21%	 4 +300%
YTD Average Sale Price	 \$830,055 +27.65%	 \$564,199 +26.88%	 \$698,750 +7.5%
March Sales Volume	 \$191,163,366 +91.79%	 \$74,148,683 +142.4%	 \$1,300,000 Up from 0
March Unit Sales	 228 +50.99%	 128 +82.86%	 1 Up from 0

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



10 YEAR MARKET ANALYSIS



Units Sold



OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street East, Elora



FERGUS

519-843-1365
840 Tower Street S., 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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