



2022 JANUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The City of Guelph saw typically slow sales activity throughout January 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.



January year-over-year sales volume of **\$161,994,659**

Up 53.5% from 2020's \$105,531,762 with unit sales of 155 up 4.03% from last January's 149. New listings of 218 are up 7.39% from a year ago, with the sales/listing ratio of 71.1% down 2.3%.



Year-to-date sales volume of **\$161,994,659**

Up 53.5% from 2020's \$105,531,762 with unit sales of 155 up 4.03% from 2020's 149. New listings of 218 are up 7.39% from a year ago, with the sales/listing ratio of 71.1% down 2.3%.



Year-to-date average sale price of **\$1,045,127**

Up from \$709,206 one year ago with median sale price of \$950,500 up from \$688,500 one year ago. Average days-on-market of 9 is down 3 days from last year.

JANUARY NUMBERS

Median Sale Price

\$950,500

+38.05%

Sales Volume

\$161,994,659

+53.5%

Unit Sales

155

+4.03%

New Listings

218

+7.39%

Expired Listings

5

+25%

Unit Sales/Listings Ratio

71.1%

-2.3%

*Year-over-year comparison
(January 2022 vs. January 2021)*

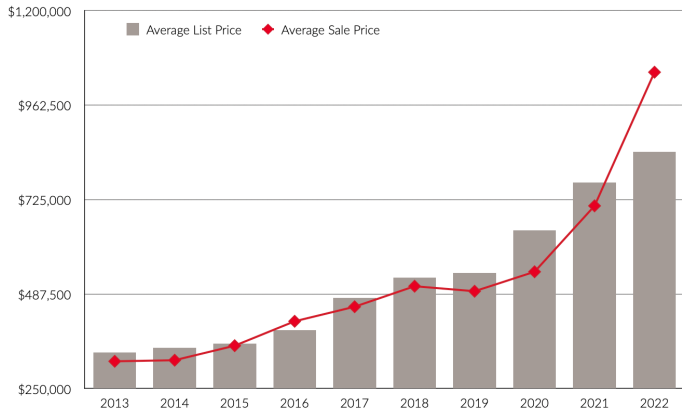


THE MARKET IN DETAIL

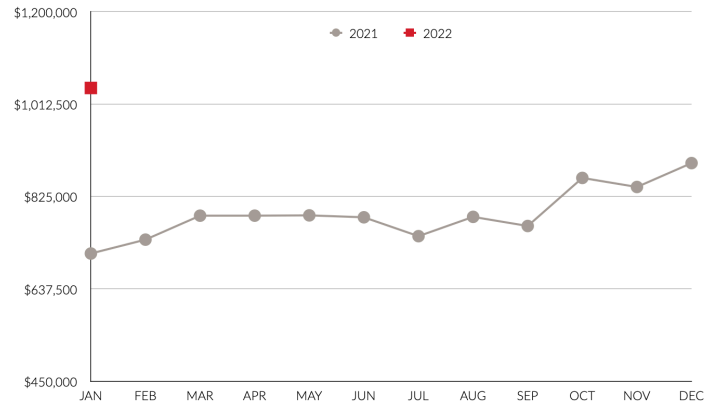
	2020	2021	2022	2021-2022
YTD Volume Sales	\$76,637,789	\$105,531,762	\$161,994,659	+53.5%
YTD Unit Sales	142	149	155	+4.03%
YTD New Listings	225	203	218	+7.39%
YTD Sales/Listings Ratio	63.11%	73.4%	71.1%	-2.3%
YTD Expired Listings	11	4	5	+25%
January Volume Sales	\$76,637,789	\$105,531,762	\$161,994,659	+53.5%
January Unit Sales	142	149	155	+4.03%
January New Listings	225	203	218	+7.39%
January Sales/Listings Ratio	63.11%	73.4%	71.1%	-2.3%
January Expired Listings	11	4	5	+25%
YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$200K-\$349K	12	3	0	Down from 3
YTD Sales: \$350K-\$549K	76	31	6	-80.65%
YTD Sales: \$550K-\$749K	44	61	24	-60.66%
YTD Sales: \$750K-\$999K	4	43	65	+51.16%
YTD Sales: \$1M+	5	12	60	+400%
YTD Average Days-On-Market	20	12	9	-25%
YTD Average Sale Price	\$543,530	\$709,206	\$1,045,127	+47.37%
YTD Median Sale Price	\$499,900	\$688,500	\$950,500	+38.05%

Wellington County MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

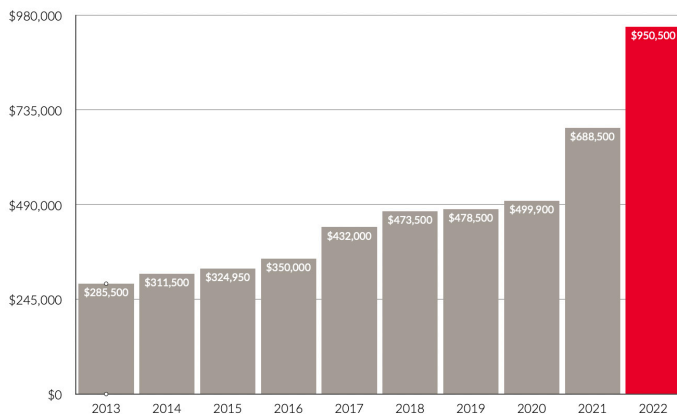


Year-Over-Year

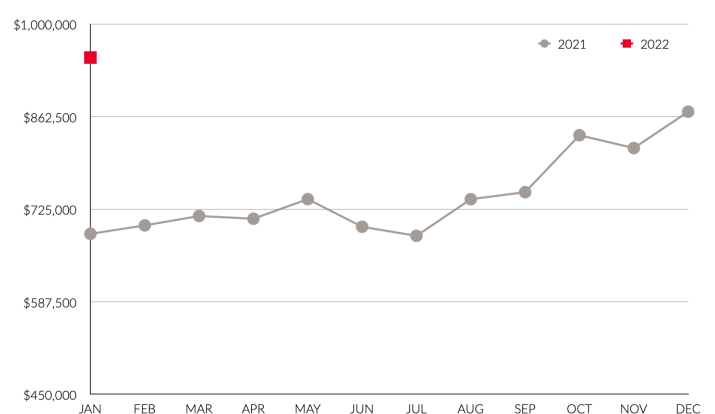


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



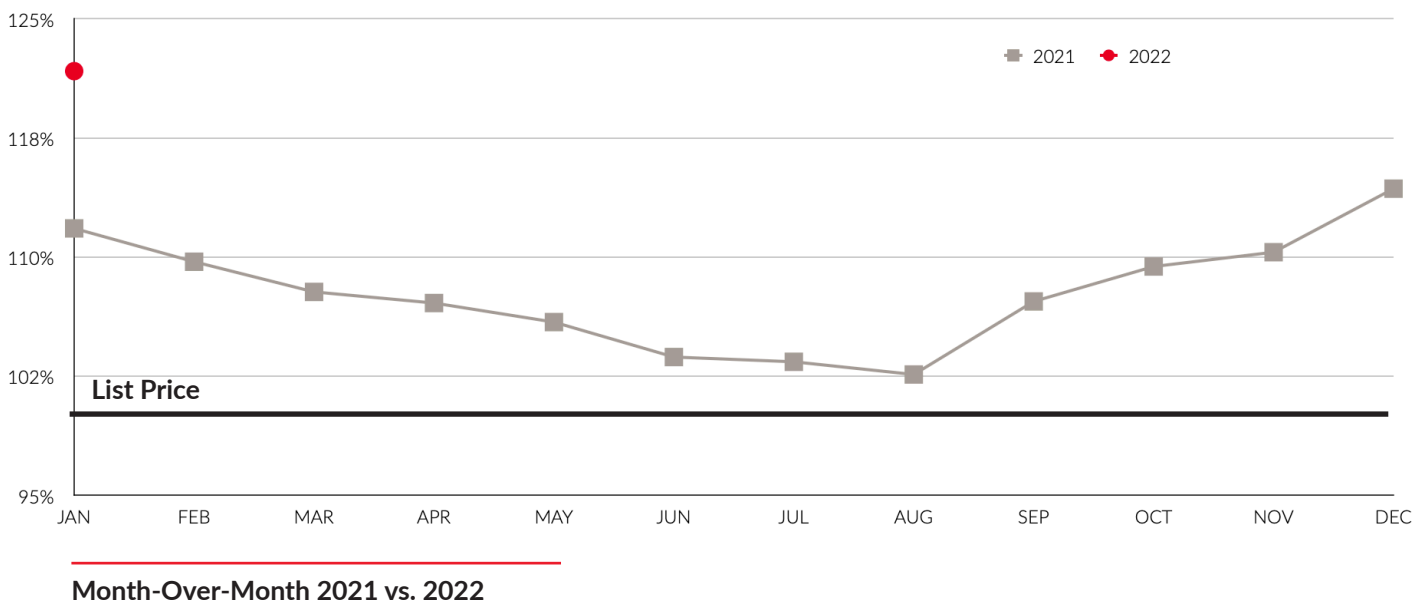
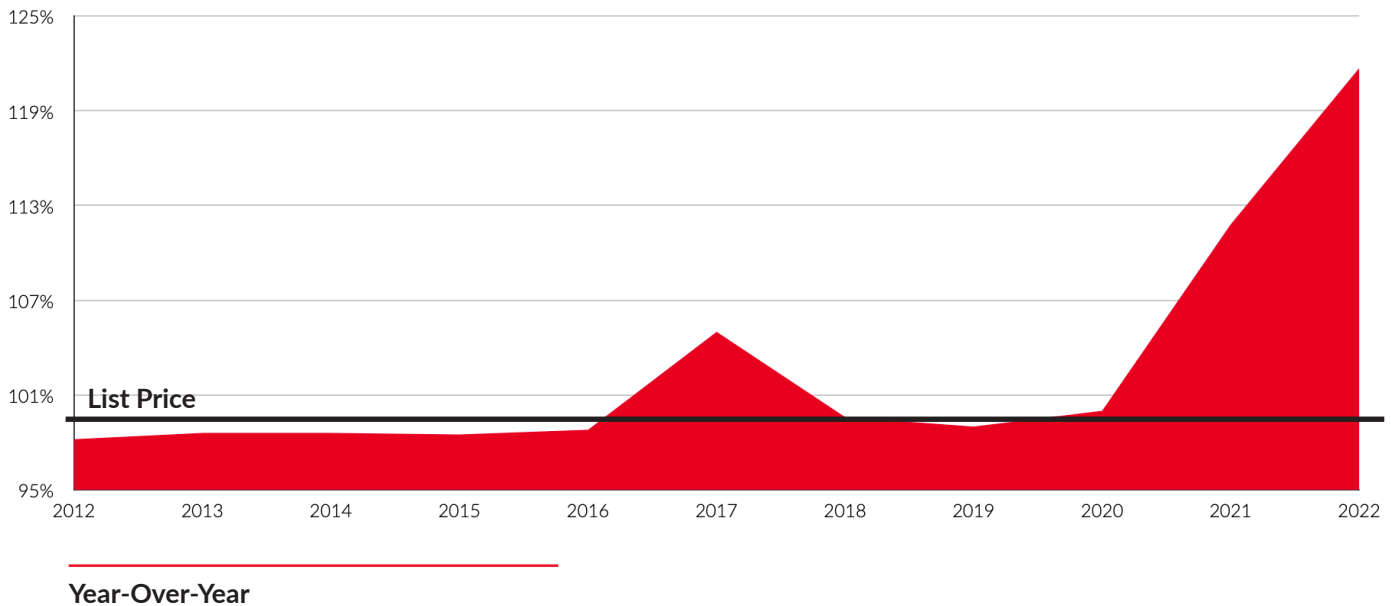
Year-Over-Year



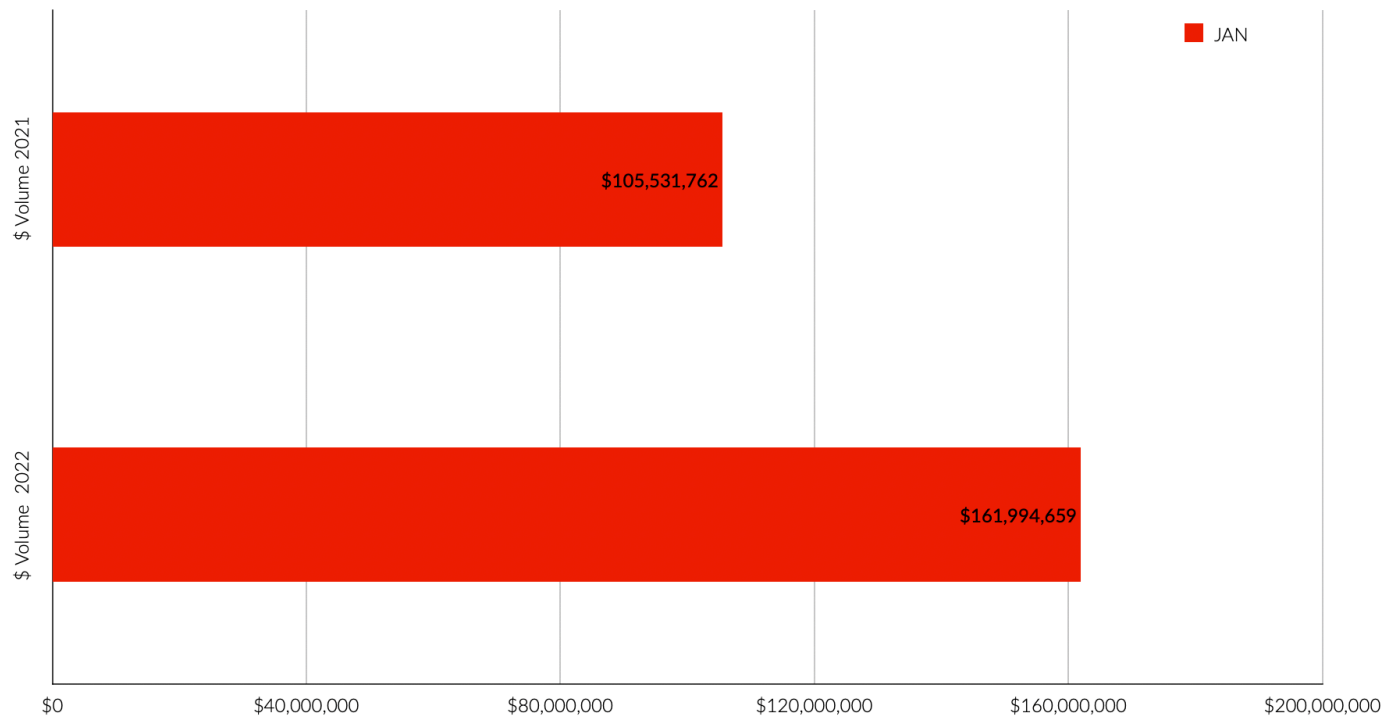
Month-Over-Month 2021 vs. 2022

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

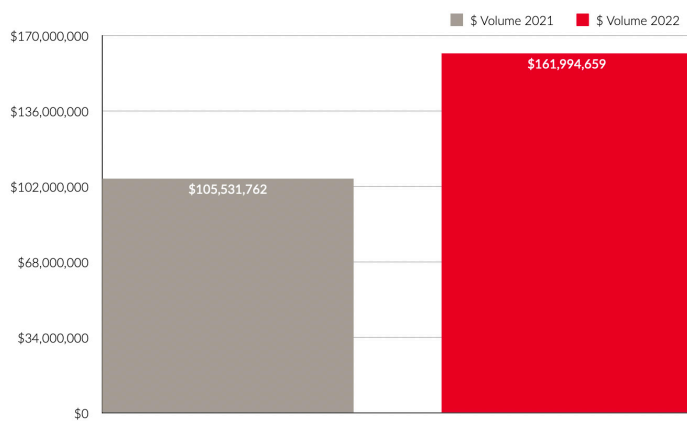
SALE PRICE VS. LIST PRICE RATIO



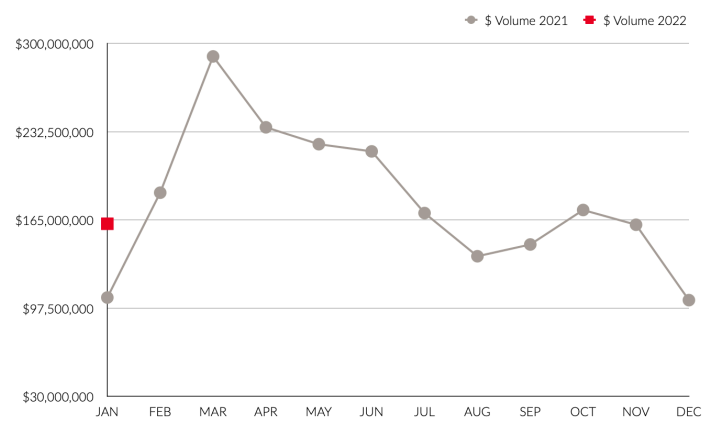
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

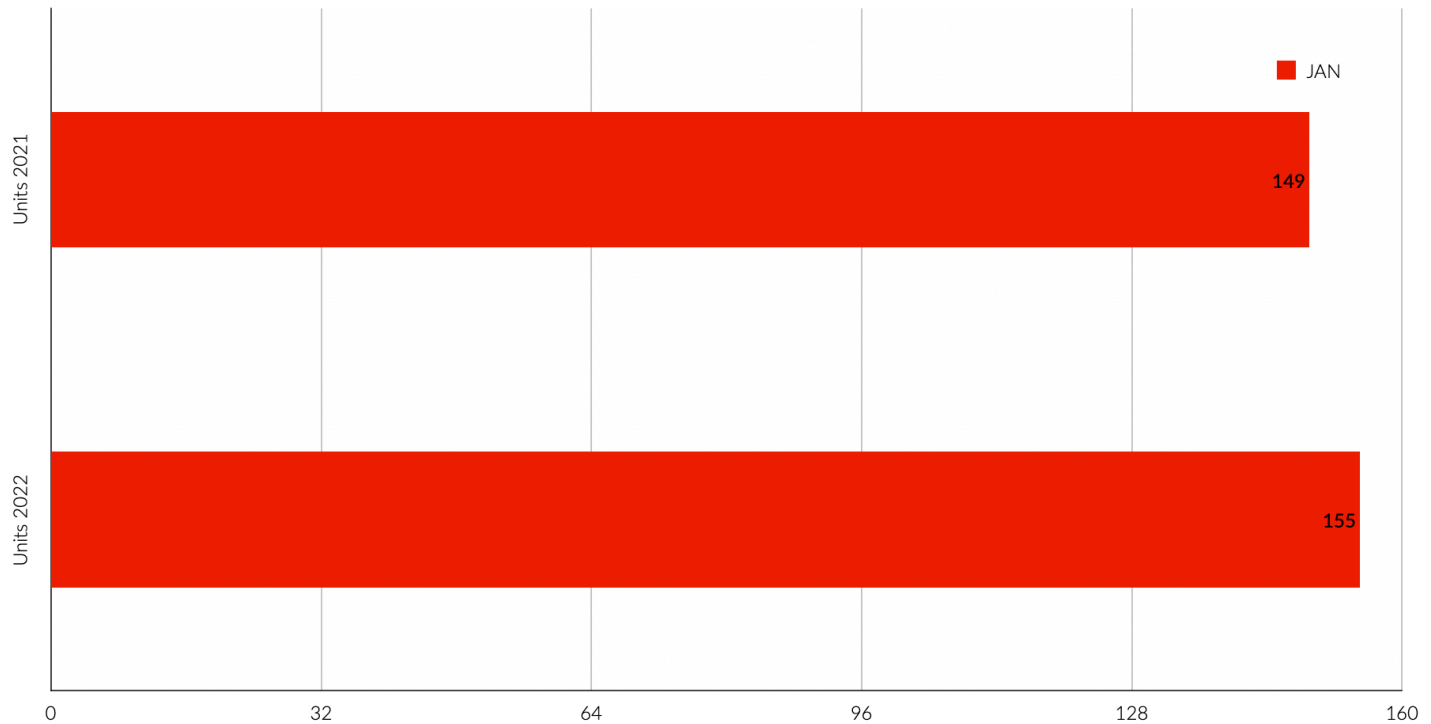


Yearly Totals 2021 vs. 2022

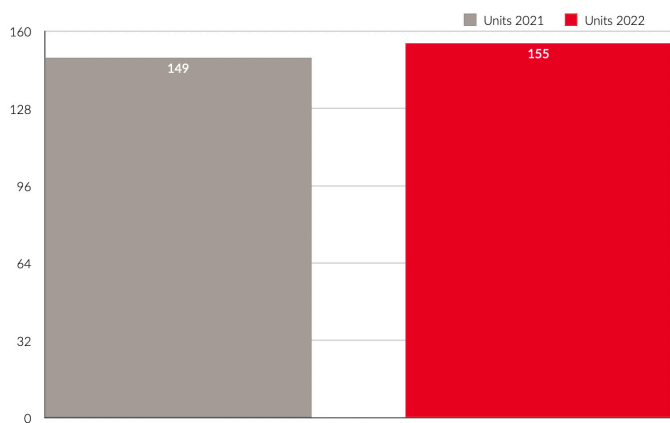


Month vs. Month 2021 vs. 2022

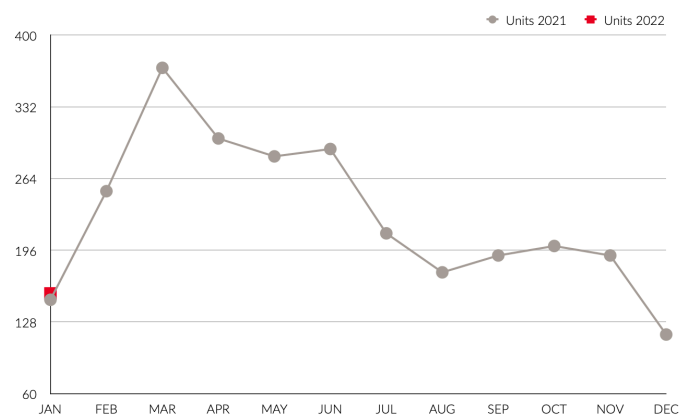
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

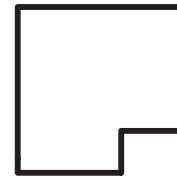
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



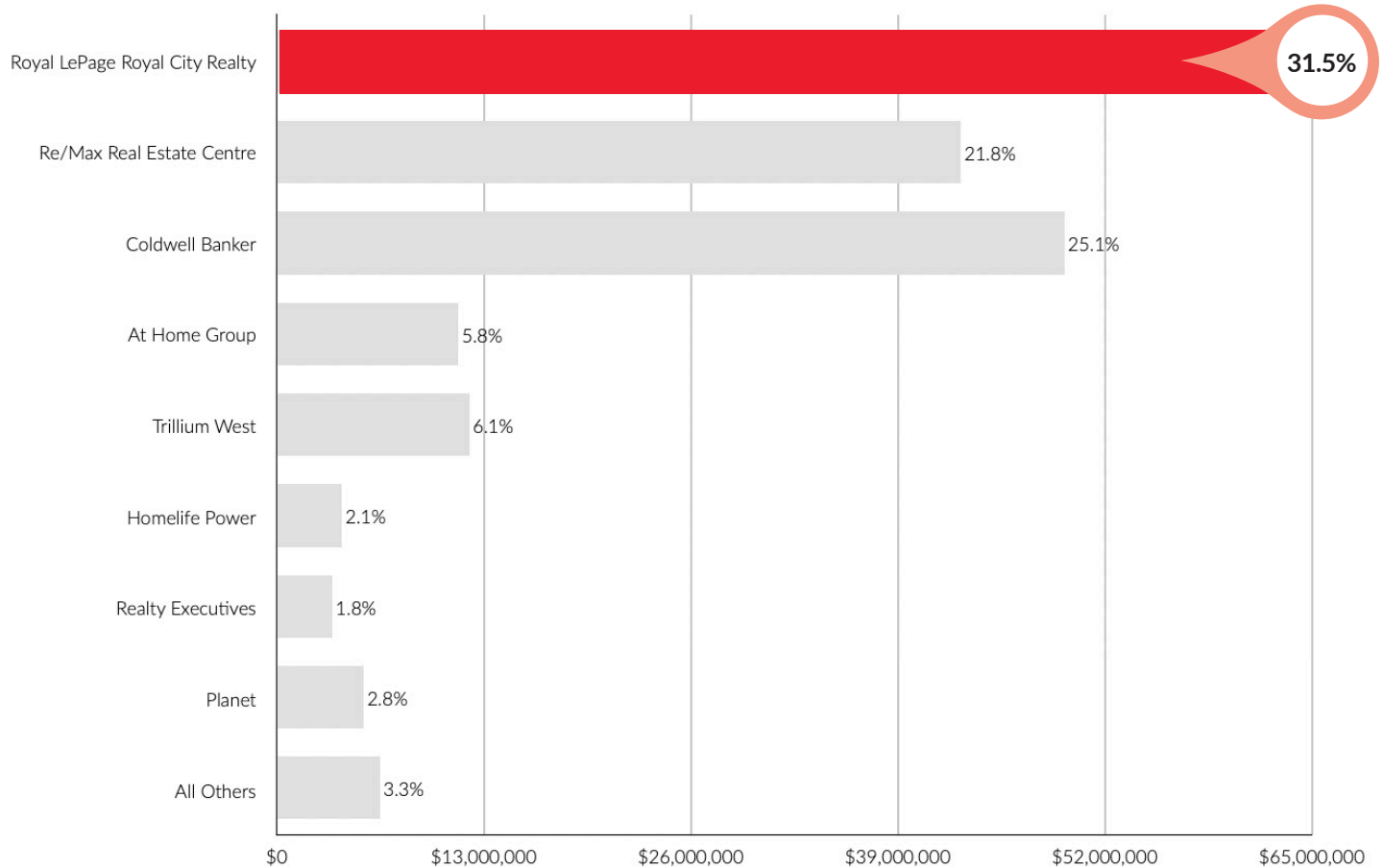
VACANT LAND

YTD Sales Volume	 \$104,862,567 +51.18%	 \$40,762,092 +36.28%	 \$0 Down from \$660k
YTD Unit Sales	 95 +13.1%	 55 -1.79%	 0 Down from 1
YTD Average Sale Price	 \$1,103,816 +33.68%	 \$741,129 +38.76%	 N/A
January Sales Volume	 \$104,862,567 +51.18%	 \$40,762,092 +36.28%	 \$0 Down from \$660k
January Unit Sales	 95 +13.1%	 55 -1.79%	 0 Down from 1

Year-Over-Year Comparison (2022 vs. 2021)



MARKET DOMINANCE

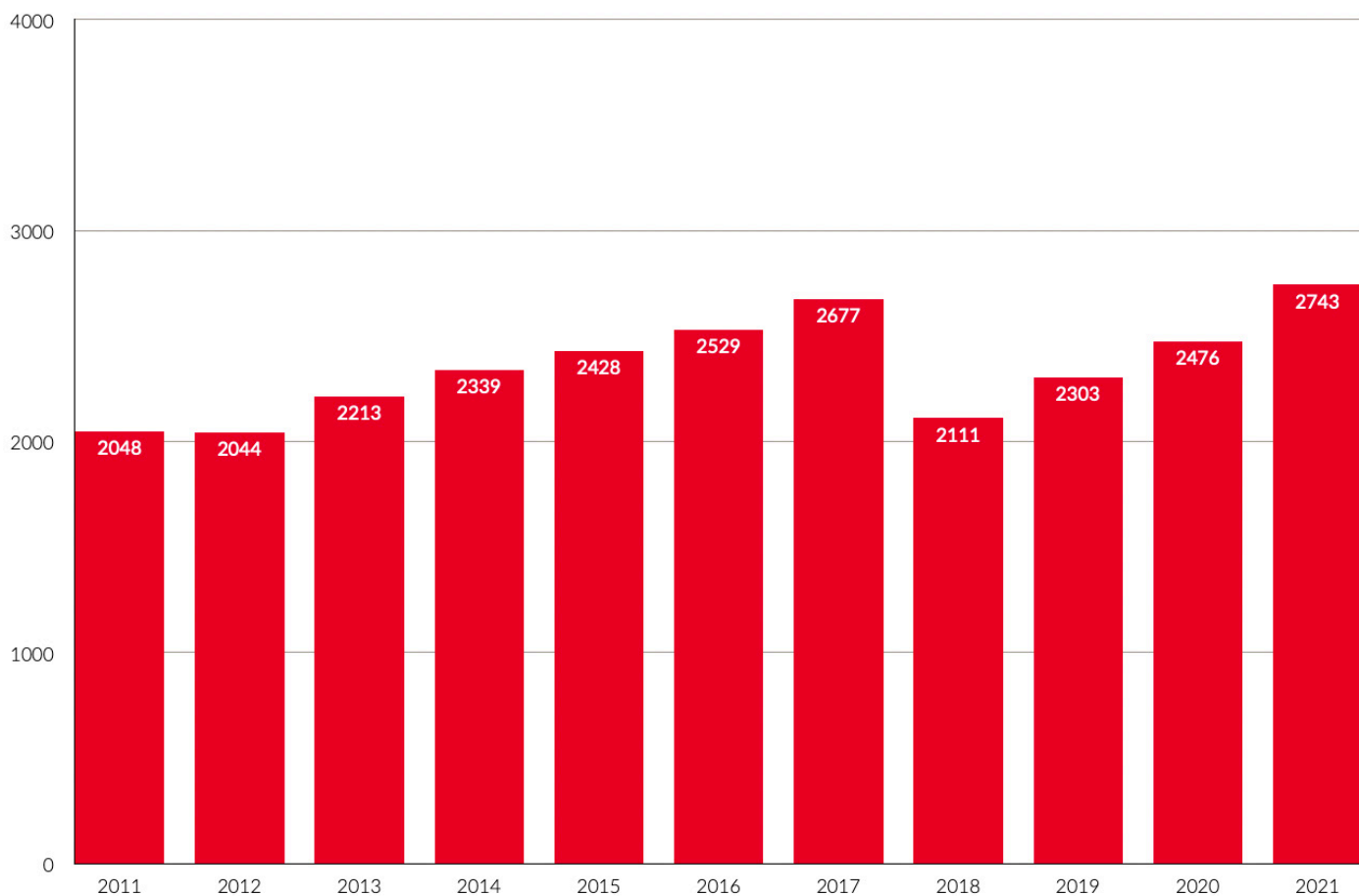


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2022



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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