



2022 FEBRUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The City of Guelph real estate market is starting to see a small dip in demand, as expired listings and average days-on-market rise. This can be explained by a slight rise in inventory, and international events putting stress on all markets. Despite this, average and median sales prices remain high and do not show any signs of going down.



February year-over-year sales volume of \$247,867,611

Up 33.43% from 2021's \$185,769,217 with unit sales of 270 up 7.14% from last February's 252. New listings of 344 are up 7.17% from a year ago, with the sales/listing ratio of 78.49% down 0.02%.



Year-to-date sales volume of \$409,862,270

Up 40.7% from 2021's \$291,300,979 with unit sales of 425 up 5.99% from 2021's 401. New listings of 562 are up 7.25% from a year ago, with the sales/listing ratio of 75.62% down 0.9%.



Year-to-date average sale price of \$997,406

Up from \$790,064 one year ago with median sale price of \$934,250 up from \$694,750 one year ago. Average days-on-market of 12.5 is up 1.5 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$918,000

+30.96%

Sales Volume

\$247,867,611

+33.43%

Unit Sales

270

+7.14%

New Listings

344

+7.17%

Expired Listings

22

+175%

Unit Sales/Listings Ratio

78.48%

-0.02%

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

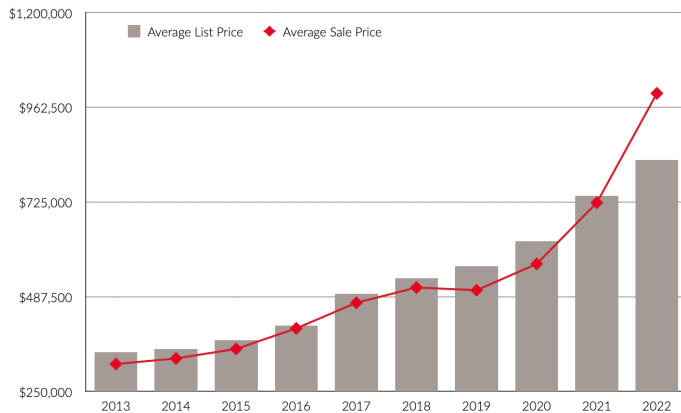


THE MARKET IN DETAIL

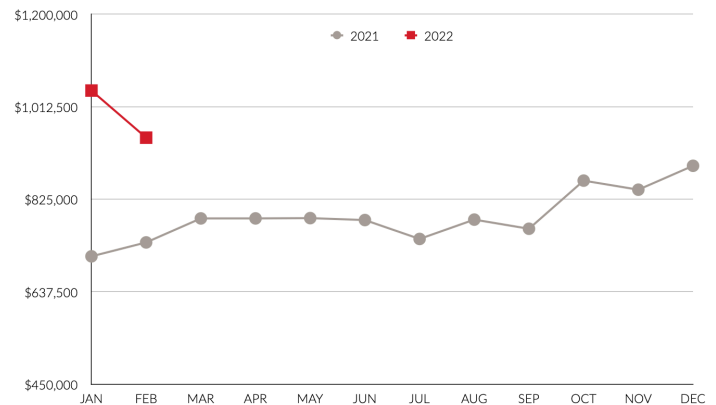
	2020	2021	2022	2021-2022
YTD Volume Sales	\$204,779,593	\$291,300,979	\$409,862,270	+40.7%
YTD Unit Sales	357	401	425	+5.99%
YTD New Listings	476	524	562	+7.25%
YTD Sales/Listings Ratio	75%	76.53%	75.62%	-0.9%
YTD Expired Listings	24	12	27	+125%
February Volume Sales	\$128,141,804	\$185,769,217	\$247,867,611	+33.43%
February Unit Sales	215	252	270	+7.14%
February New Listings	251	321	344	+7.17%
February Sales/Listings Ratio	85.66%	78.5%	78.49%	-0.02%
February Expired Listings	13	8	22	+175%
YTD Sales: \$0-\$199K	2	0	19	Up from 0
YTD Sales: \$200K-\$349K	20	6	3	-50%
YTD Sales: \$350K-\$549K	153	76	17	-77.63%
YTD Sales: \$550K-\$749K	137	166	65	-60.84%
YTD Sales: \$750K-\$999K	36	117	163	+39.32%
YTD Sales: \$1M+	9	37	158	+327%
YTD Average Days-On-Market	22.5	11	12.5	+13.64%
YTD Average Sale Price	\$569,769	\$723,302	\$997,406	+37.9%
YTD Median Sale Price	\$541,825	\$694,750	\$934,250	+34.47%

City of Guelph MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

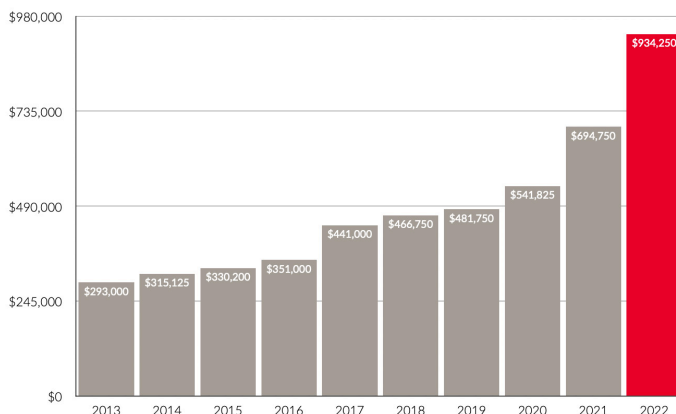


Year-Over-Year

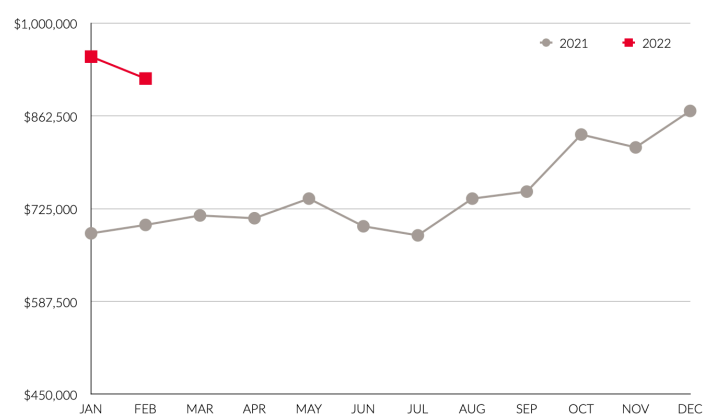


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



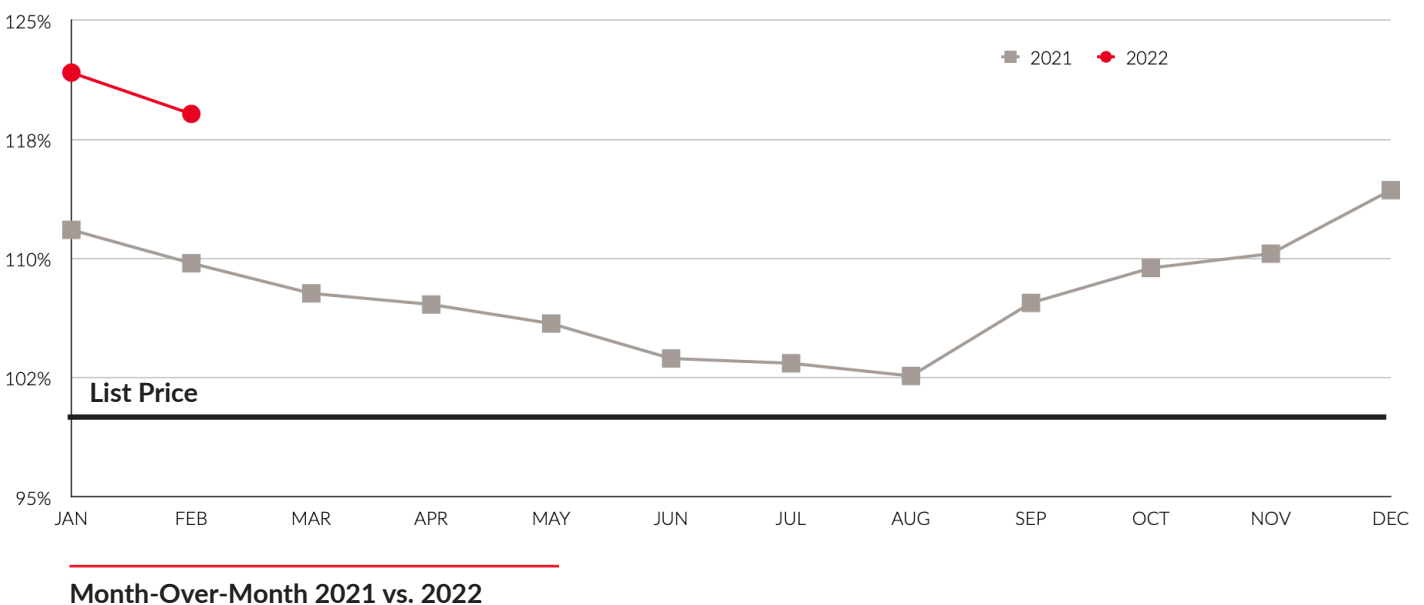
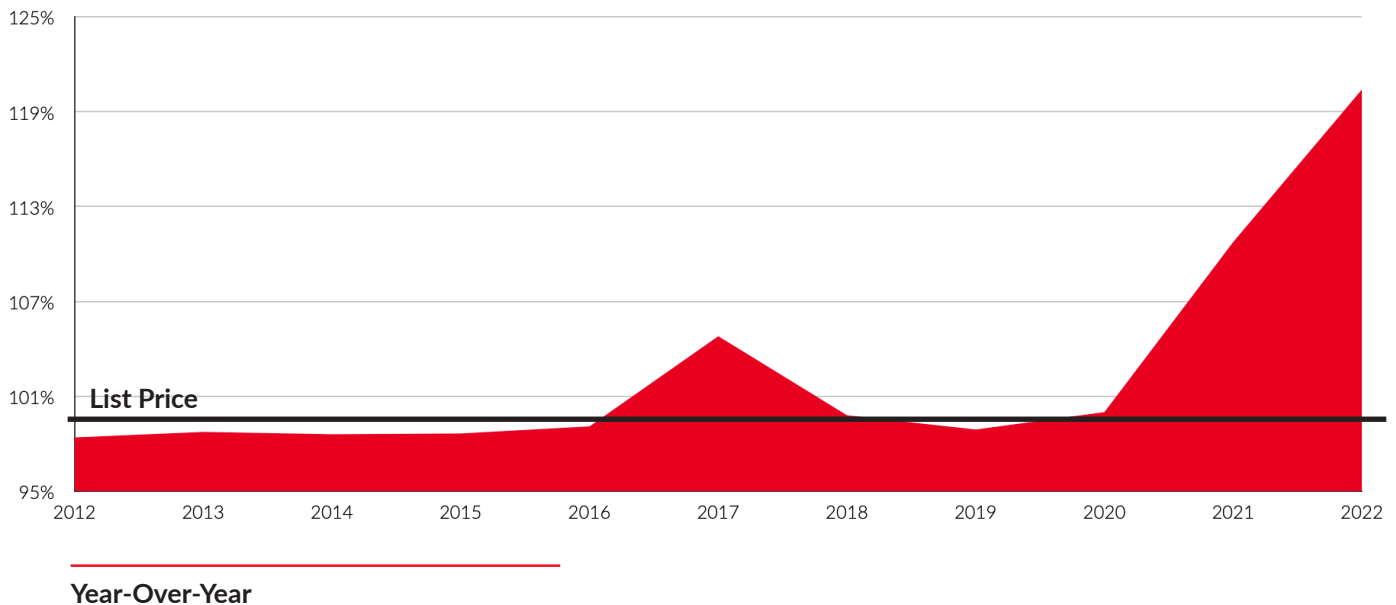
Year-Over-Year



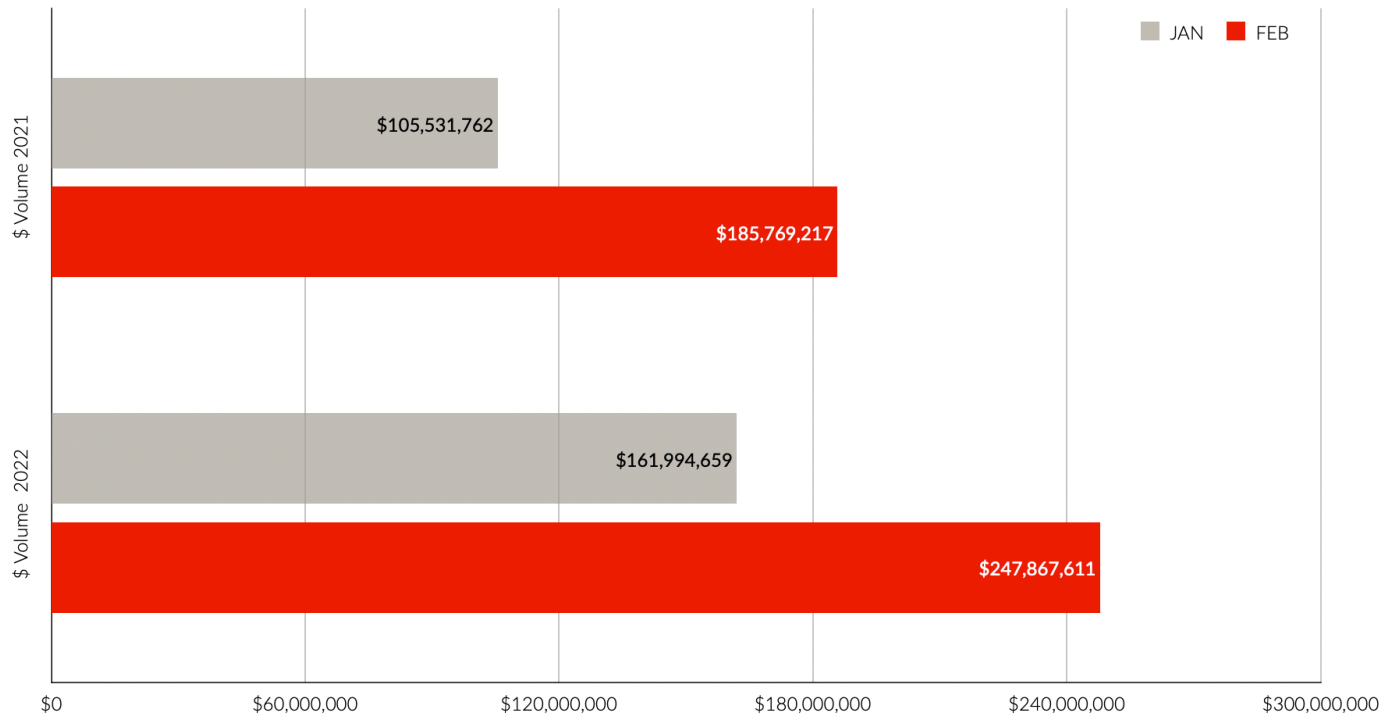
Month-Over-Month 2021 vs. 2022

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

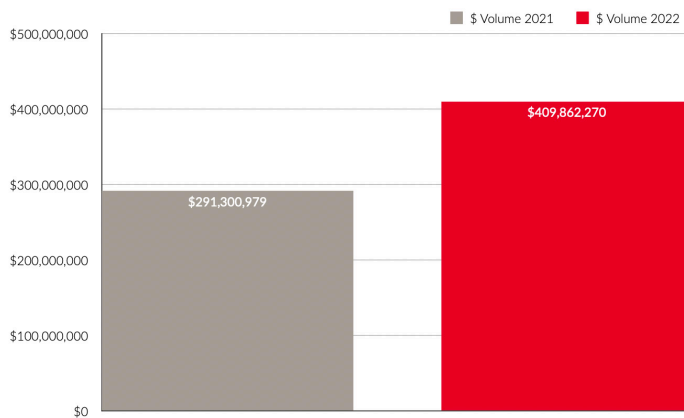
SALE PRICE VS. LIST PRICE RATIO



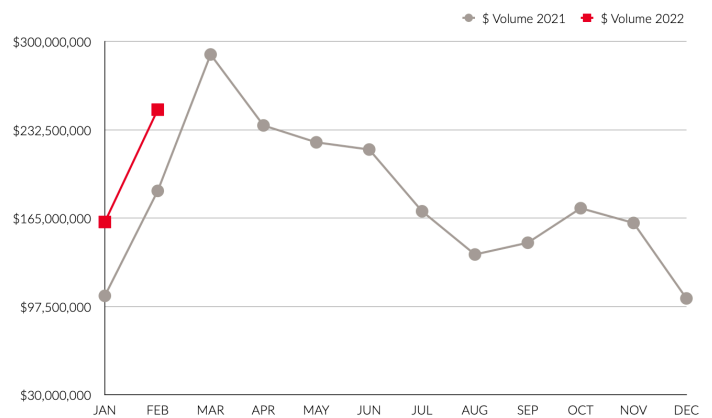
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

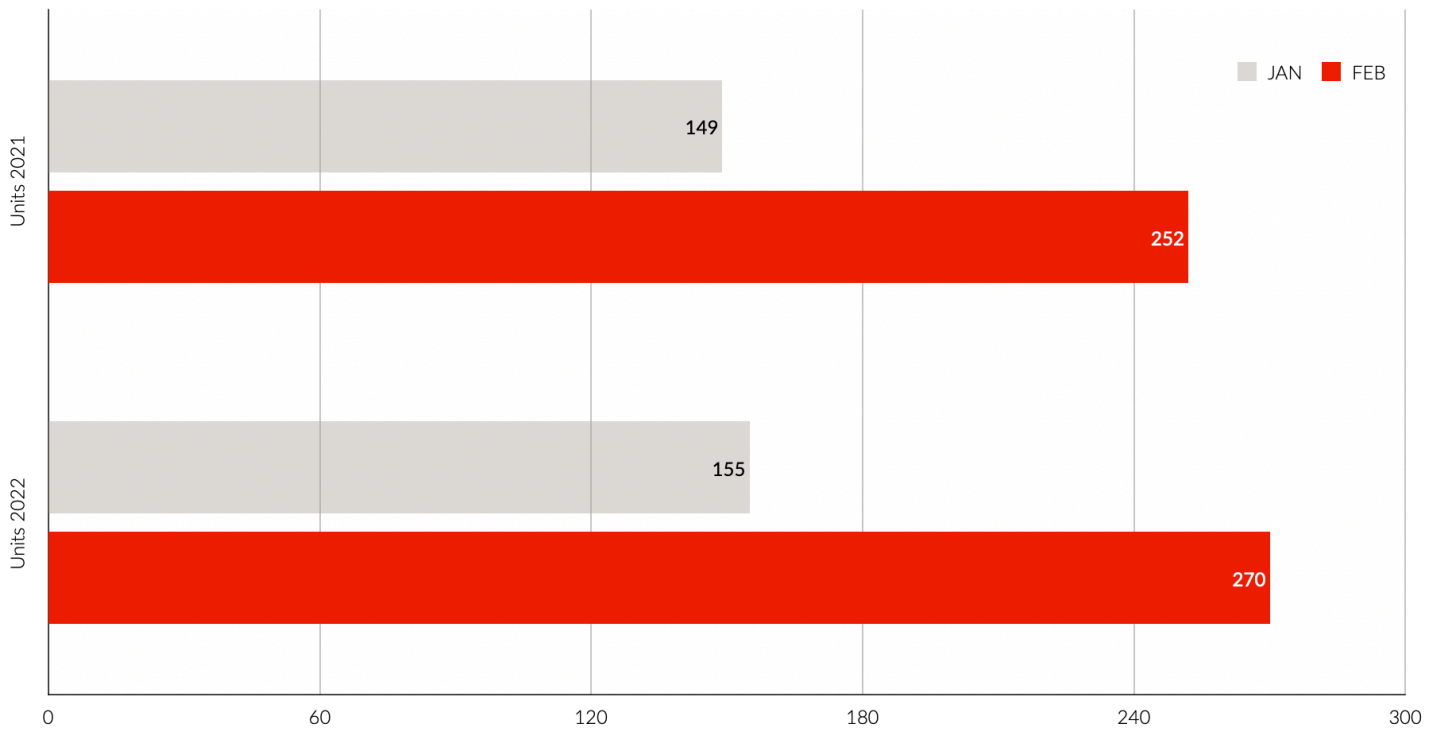


Yearly Totals 2021 vs. 2022

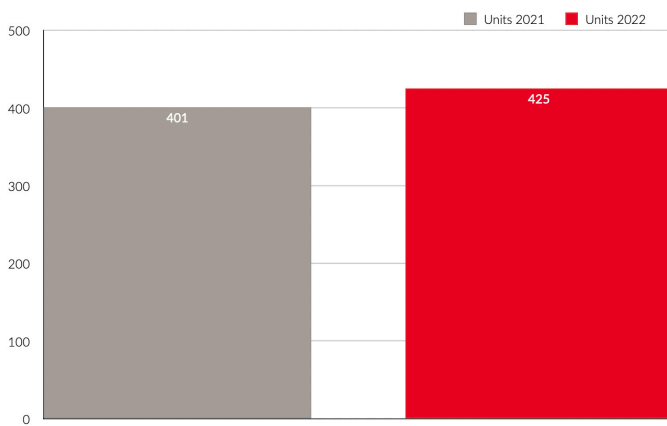


Month vs. Month 2021 vs. 2022

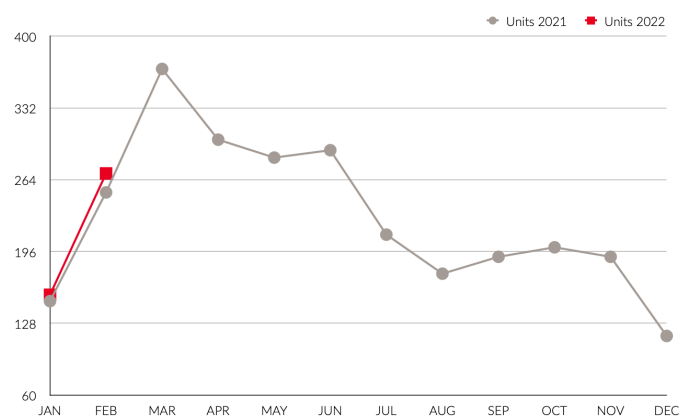
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

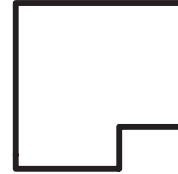
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



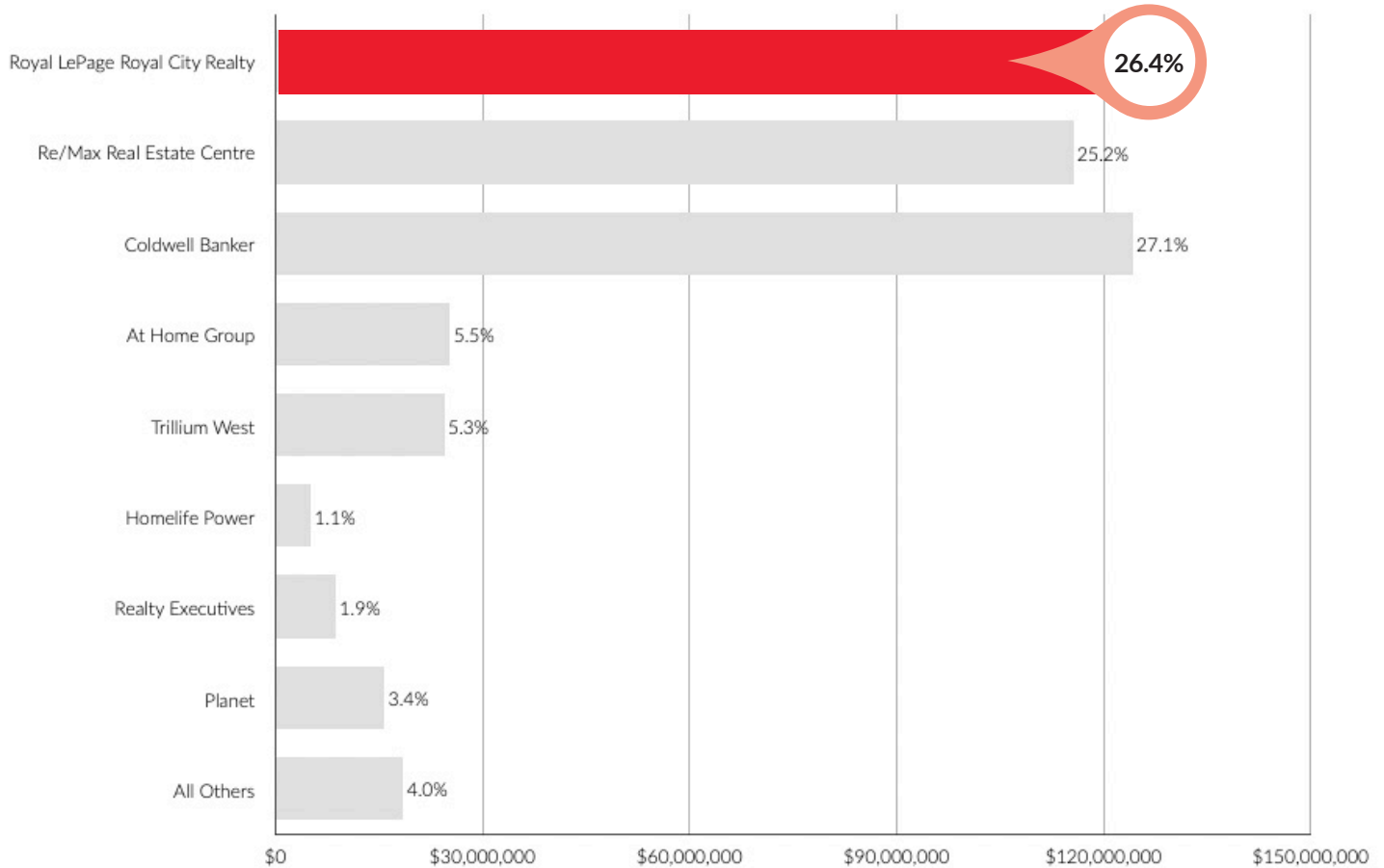
VACANT LAND

YTD Sales Volume	 \$263,511,809 +33.56%	 \$111,071,633 +37.12%	 \$0 Down from \$1,495,000
YTD Unit Sales	 239 -0.42%	 146 -0.68%	 0 Down from 3
YTD Average Sale Price	 \$1,102,560 +34.12%	 \$760,765 +38.05%	 N/A
February Sales Volume	 \$158,649,242 +24%	 \$70,309,541 +37.6%	 \$0 Down from \$835k
February Unit Sales	 144 -7.69%	 91 No Change	 0 Down from 2

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



MARKET DOMINANCE

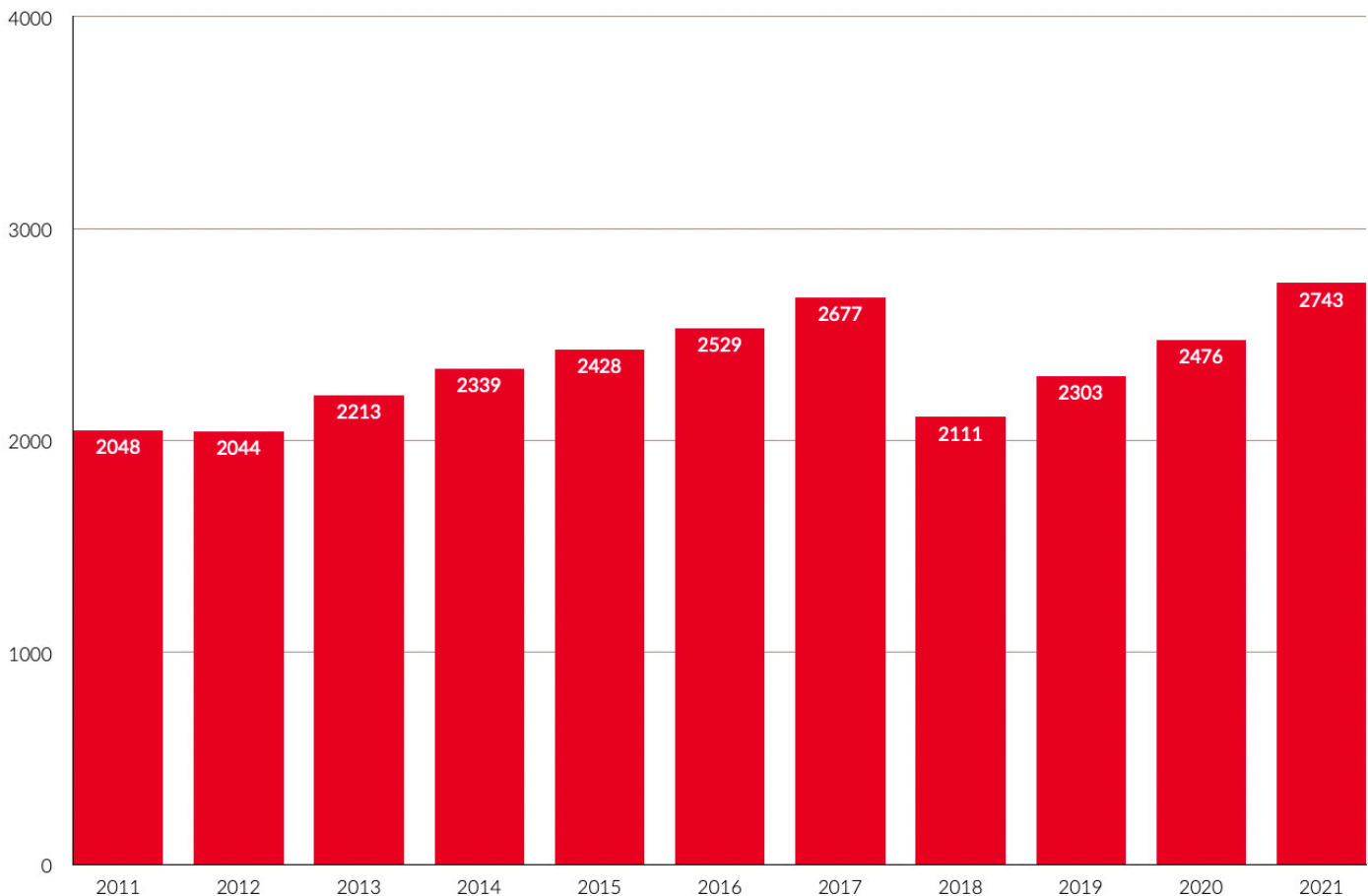


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 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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