



# 2022 FEBRUARY

**GUELPH/ERAMOSA**

Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The real estate market in Guelph/Eramosa continues to show rising average and median sale prices, most likely due to the lack of inventory. Unit sales and new listings are down 20% from this time last year, which is keeping the market very competitive.



**February year-over-year sales volume of \$23,186,974**

Up 15.1% from 2021's \$20,145,220 with unit sales of 16 down 20% from last February's 20. New listings of 21 are down from the 27 in 2021, with the sales/listing ratio of 76.19% up from 74.07% in 2021.



**Year-to-date sales volume of \$40,581,474**

Up 71.59% from 2021's \$23,650,370 with unit sales of 25 up 4.17% from last February's 24. New listings of 33 are down 19.51% from a year ago, with the sales/listing ratio of 75.76% up 17.22%.



**Year-to-date average sale price of \$1,690,954**

Up from \$741,775 one year ago with median sale price of \$1,430,250 up from \$867,580 one year ago. Average days-on-market of 35.5 is up 27 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$1,350,000**

+57.42%

Sales Volume

**\$23,186,974**

+15.1%

Unit Sales

**16**

-20%

New Listings

**21**

-22.22%

Expired Listings

**1**

Up from 0

Unit Sales/Listings Ratio

**76.19%**

+2.12%

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



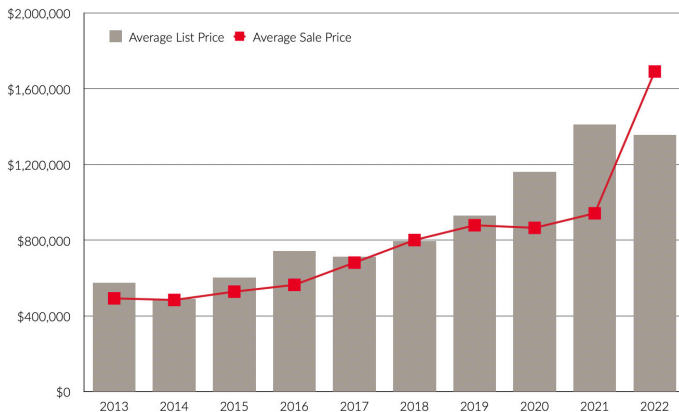


# THE MARKET IN DETAIL

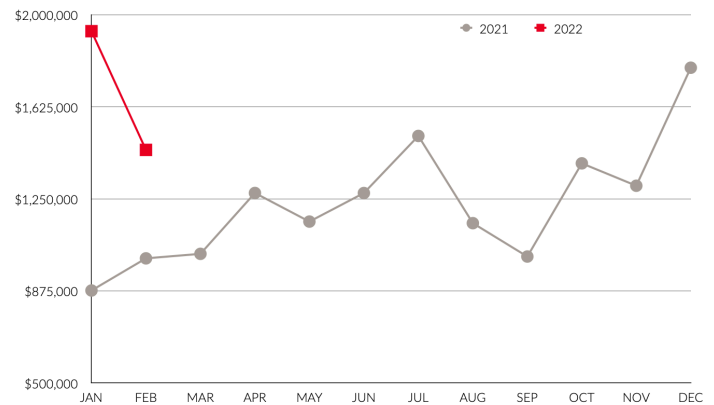
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$18,972,611	\$23,650,370	\$40,581,474	+71.59%
<b>YTD Unit Sales</b>	21	24	25	+4.17%
<b>YTD New Listings</b>	39	41	33	-19.51%
<b>YTD Sales/Listings Ratio</b>	53.85%	58.54%	75.76%	+17.22%
<b>YTD Expired Listings</b>	8	0	1	Up from 0
<b>February Volume Sales</b>	\$13,343,211	\$20,145,220	\$23,186,974	+15.1%
<b>February Unit Sales</b>	13	20	16	-20%
<b>February New Listings</b>	17	27	21	-22.22%
<b>February Sales/Listings Ratio</b>	76.47%	74.07%	76.19%	+2.12%
<b>February Expired Listings</b>	8	0	1	Up from 0
<b>YTD Sales: \$0-\$199K</b>	0	0	1	Up from 0
<b>YTD Sales: \$200K-\$349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	4	2	0	Down from 2
<b>YTD Sales: \$550K-\$749K</b>	7	3	1	-66.66%
<b>YTD Sales: \$750K-\$999K</b>	3	12	20	-75%
<b>YTD Sales: \$1M+</b>	7	7	20	+185.71%
<b>YTD Average Days-On-Market</b>	82.5	8.5	35.5	+317.65%
<b>YTD Average Sale Price</b>	\$865,038	\$941,775	\$1,690,954	+79.55%
<b>YTD Median Sale Price</b>	\$695,850	\$867,580	\$1,430,250	+64.86%

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

# AVERAGE SALE PRICE

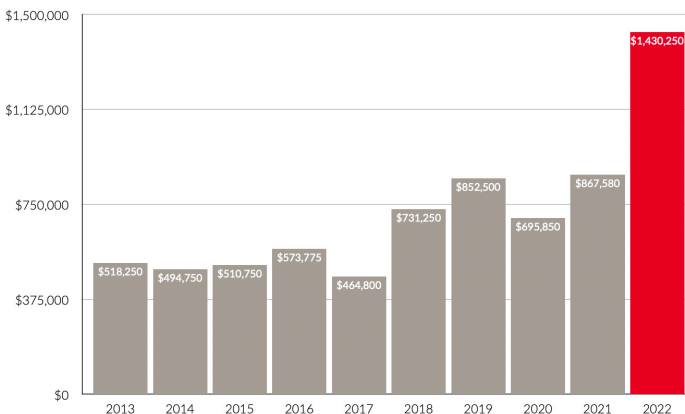


Year-Over-Year

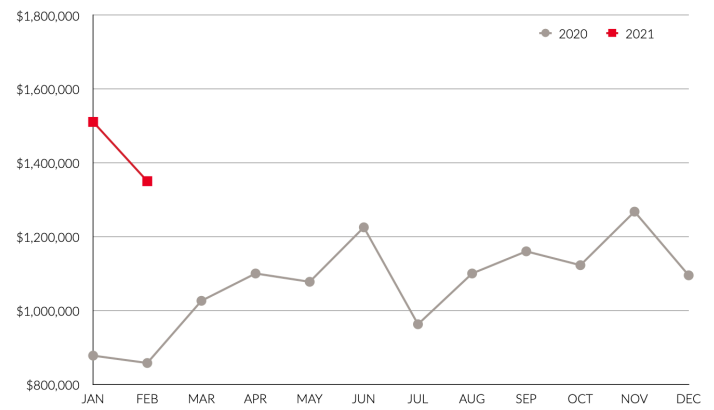


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



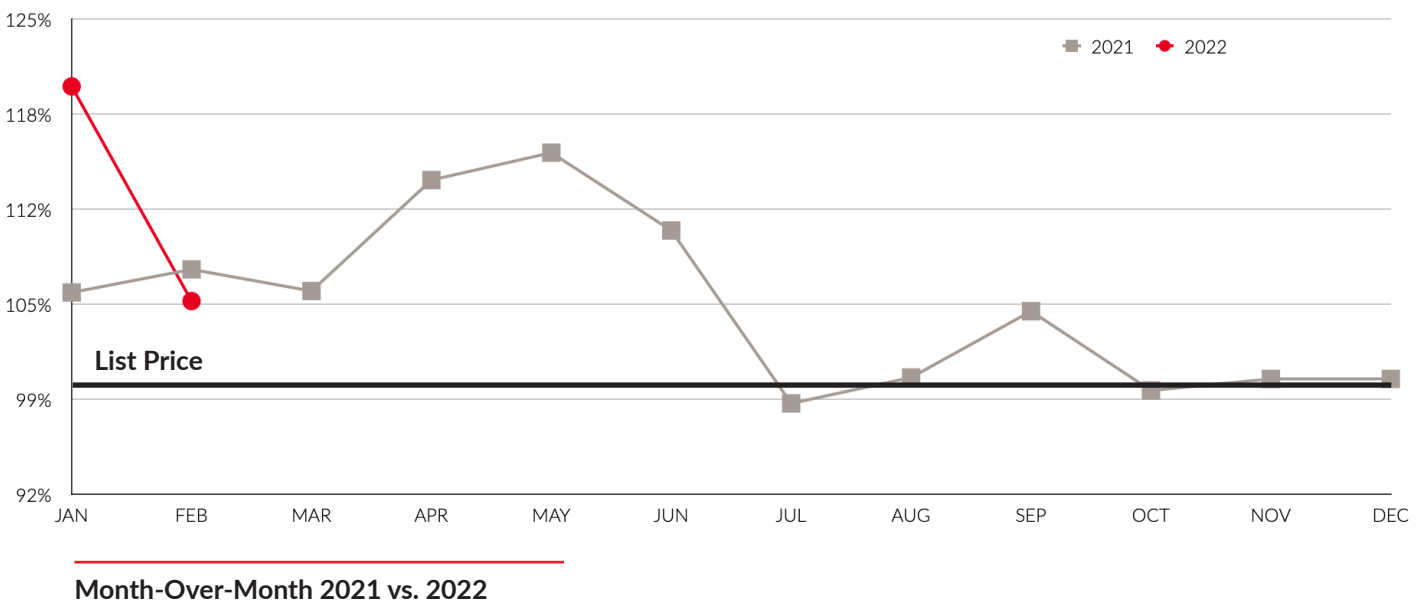
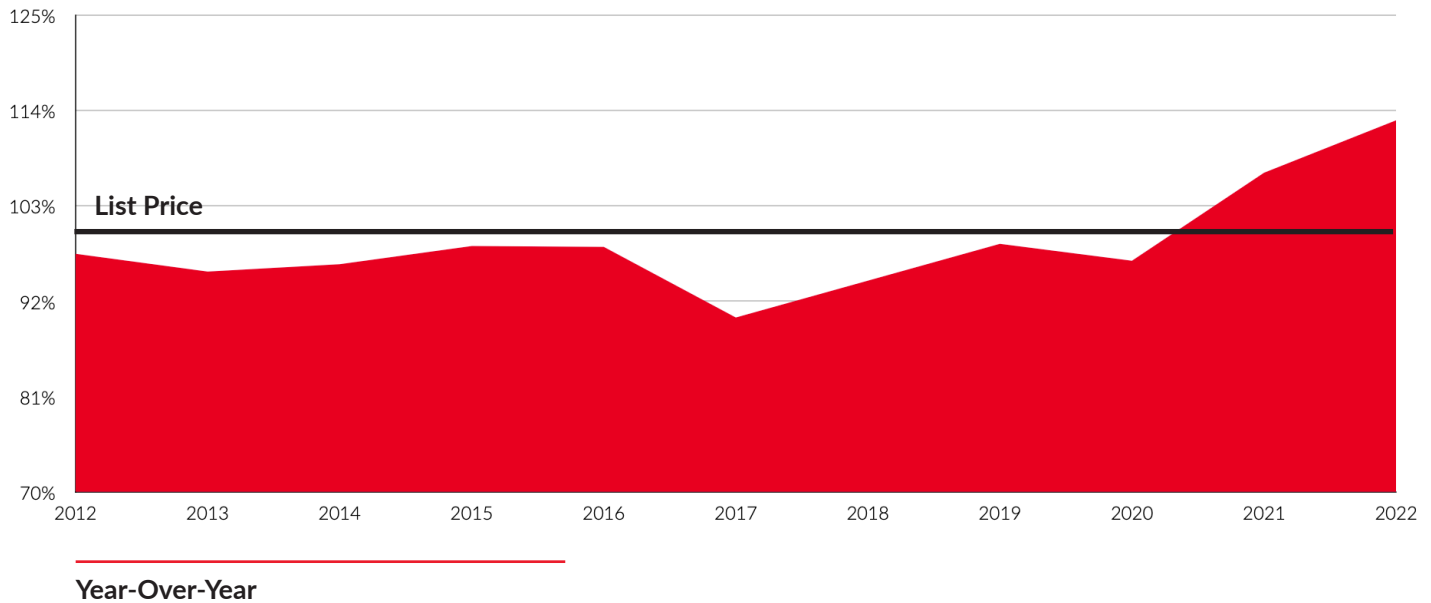
Year-Over-Year



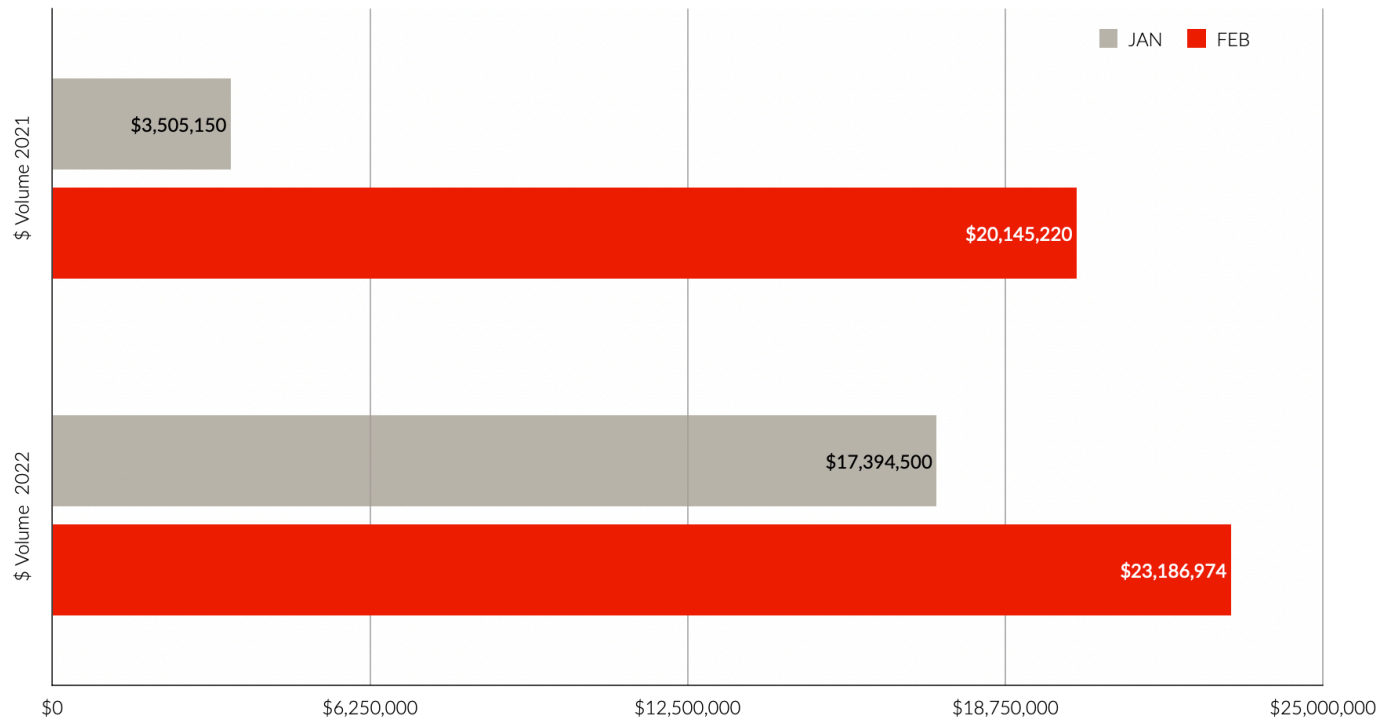
Month-Over-Month 2021 vs. 2022

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

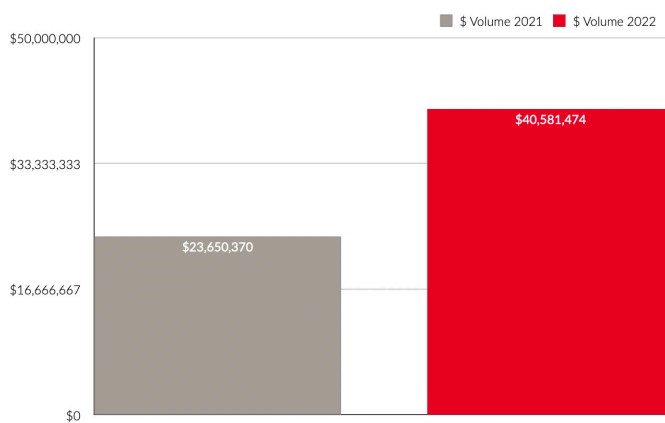
# SALE PRICE VS. LIST PRICE RATIO



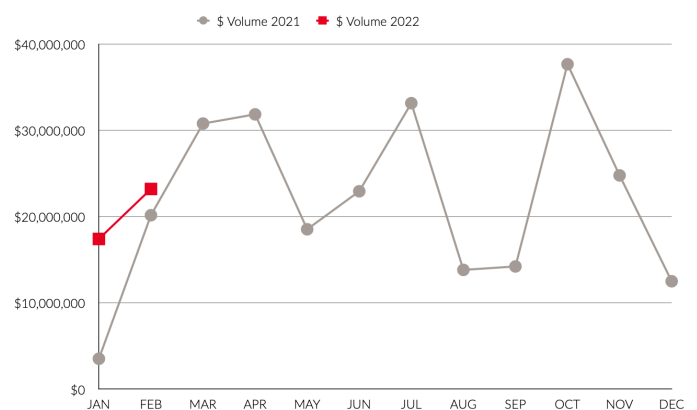
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

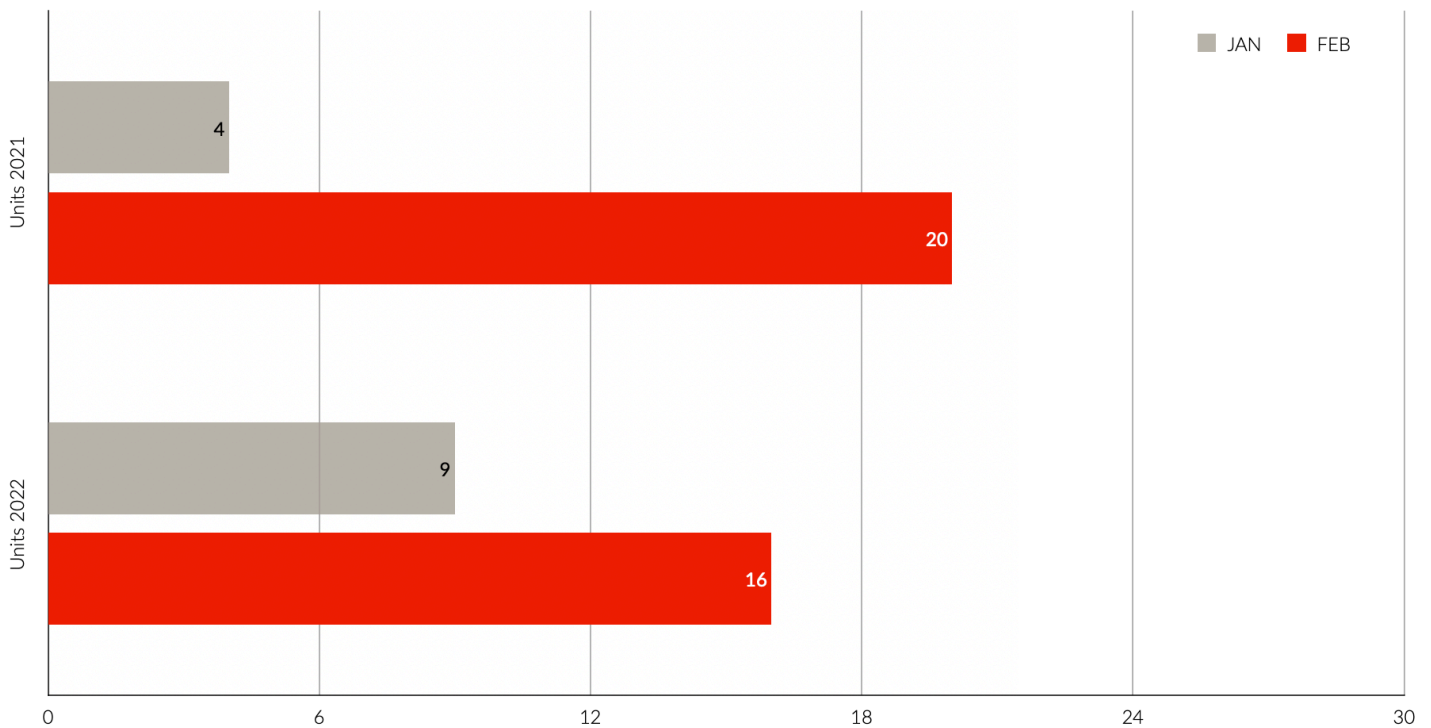


Yearly Totals 2021 vs. 2022

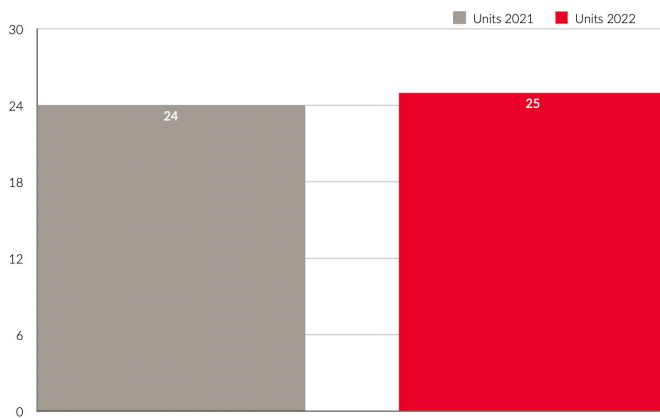


Month vs. Month 2021 vs. 2022

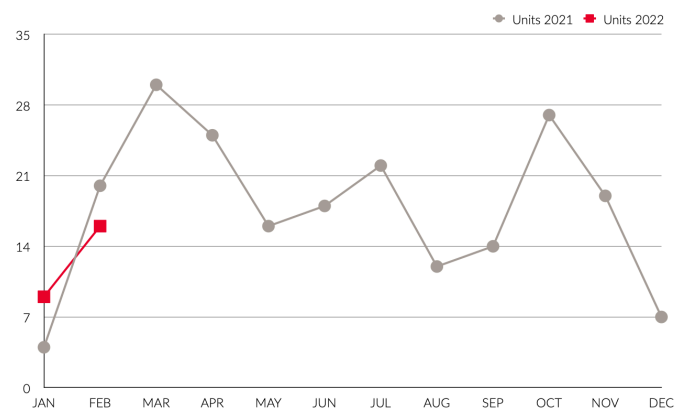
# UNIT SALES



## Monthly Comparison 2021 vs. 2022

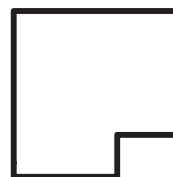

















## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

# SALES BY TYPE



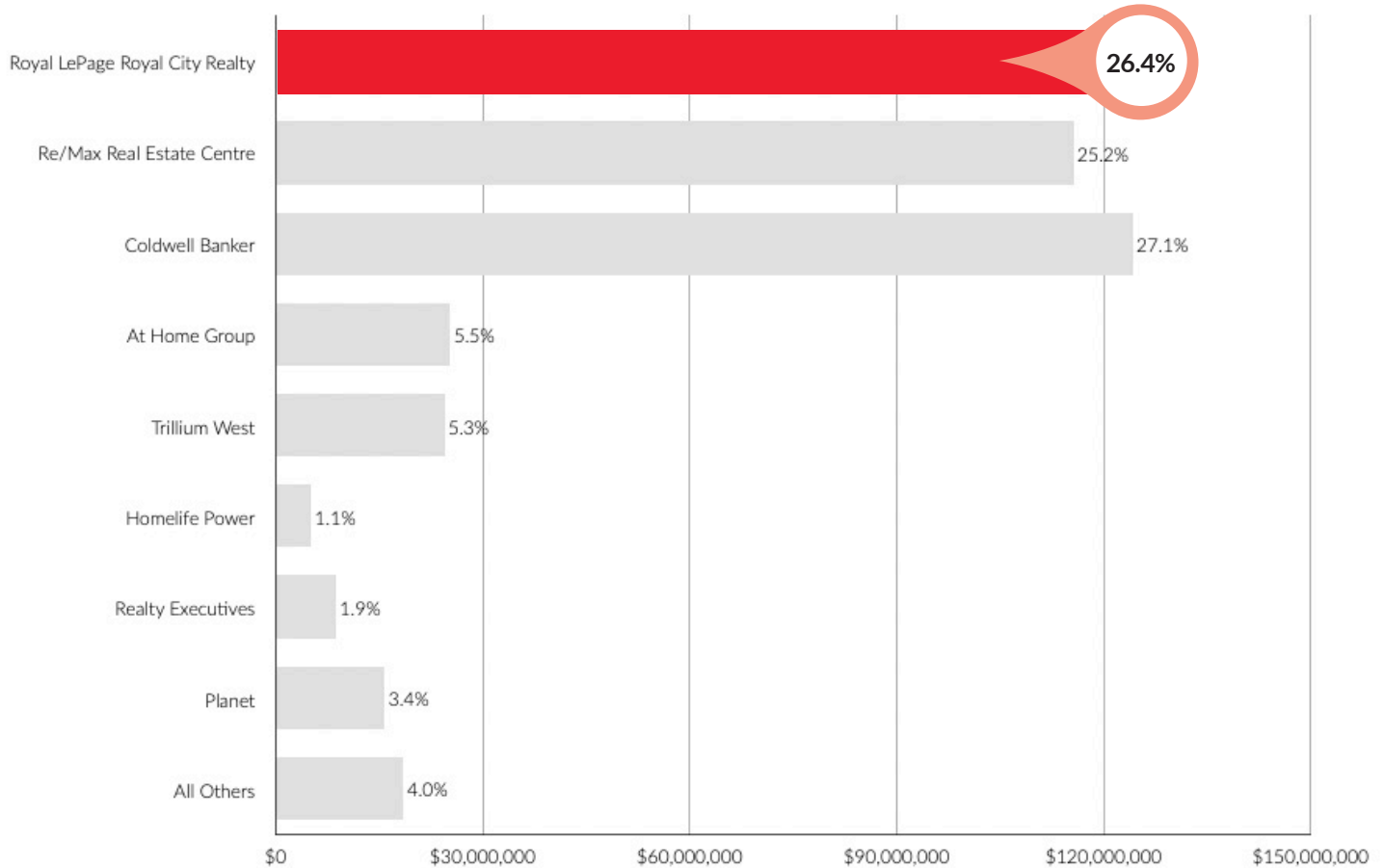
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$31,714,924</b> +59.6%	 <b>\$583,000</b> -84.41%	 <b>\$1,750,000</b> Up from \$0
YTD Unit Sales	 <b>20</b> +11.11%	 <b>1</b> -83.33%	 <b>1</b> Up from 0
YTD Average Sale Price	 <b>\$1,585,746</b> +43.64%	 <b>\$589,000</b> -6.49%	 <b>\$1,750,000</b> Up from \$0
February Sales Volume	 <b>\$18,709,424</b> +9.28%	 <b>\$0</b> Down from \$3,024,000	 <b>\$1,750,000</b> Up from \$0
February Unit Sales	 <b>13</b> -13.33%	 <b>0</b> Down from 5	 <b>1</b> Up from 0

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





# MARKET DOMINANCE

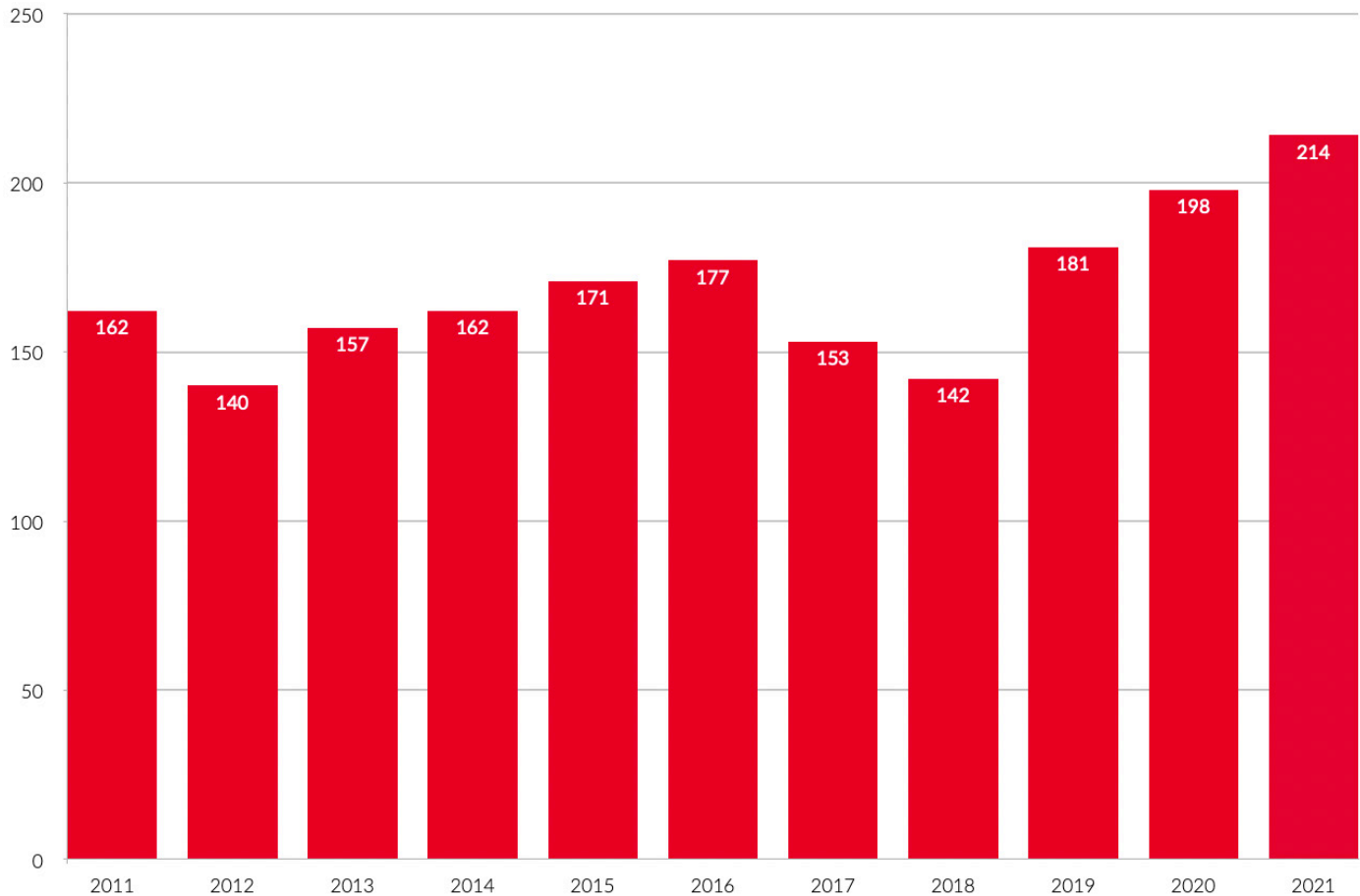


## Market Share by Dollar Volume

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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