



2022
APRIL

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The City of Guelph is seeing more balance creep into the real estate market, as days on market increase slightly again. However, there is still plenty of demand as average and median sales prices have continued to rise.



April year-over-year sales volume of \$209,131,387

Down 11.31% from 2021's \$235,806,575 with unit sales of 233 down 22.85% from last April's 302. New listings of 472 are up 20.72% from a year ago, with the sales/listing ratio of 49.36% down 27.87%.



Year-to-date sales volume of \$884,340,393

Up 8.22% from 2021's \$817,151,503 with unit sales of 954 down 11.01% from 2021's 1,072. New listings of 1,468 are up 8.26% from a year ago, with the sales/listing ratio of 64.99% down 14.07%.



Year-to-date average sale price of \$956,985

Up from \$744,210 one year ago with median sale price of \$925,000 up from \$705,950 one year ago. Average days-on-market of 12.5 is up 1.75 days from last year.

APRIL NUMBERS

Median Sale Price

\$925,000

+31.03%

Sales Volume

\$209,131,387

-11.31%

Unit Sales

233

-22.85%

New Listings

472

+20.72%

Expired Listings

11

+10%

Unit Sales/Listings Ratio

49.36%

-27.87%

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

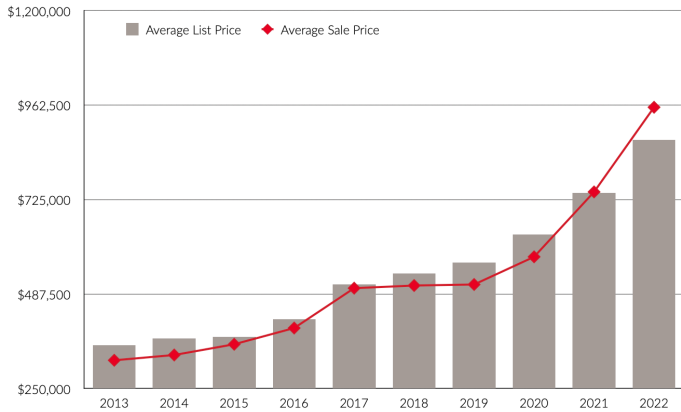


THE MARKET IN DETAIL

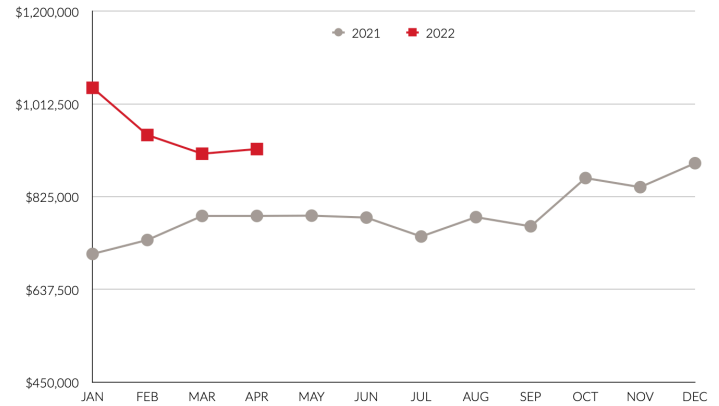
	2020	2021	2022	2021-2022
YTD Volume Sales	\$391,026,351	\$817,151,503	\$884,340,393	+8.22%
YTD Unit Sales	664	1,072	954	-11.01%
YTD New Listings	946	1,356	1,468	+8.26%
YTD Sales/Listings Ratio	70.19%	79.06%	64.99%	-14.07%
YTD Expired Listings	51	25	54	+116%
April Volume Sales	\$48,596,300	\$235,816,757	\$209,131,387	-11.31%
April Unit Sales	79	302	233	-22.85%
April New Listings	162	391	472	+20.72%
April Sales/Listings Ratio	48.77%	77.24%	49.36%	-27.87%
April Expired Listings	19	10	11	+10%
YTD Sales: \$0-\$199K	3	2	72	Up from 2
YTD Sales: \$200K-\$349K	35	11	3	-72.73%
YTD Sales: \$350K-\$549K	279	196	39	-80.1%
YTD Sales: \$550K-\$749K	256	435	152	-65.06%
YTD Sales: \$750K-\$999K	71	314	343	+9.24%
YTD Sales: \$1M+	20	117	345	+194.9%
YTD Average Days-On-Market	20	10.75	12.5	+16.28%
YTD Average Sale Price	\$581,089	\$744,210	\$956,985	+28.59%
YTD Median Sale Price	\$555,500	\$705,950	\$925,000	+31.03%

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

AVERAGE SALE PRICE

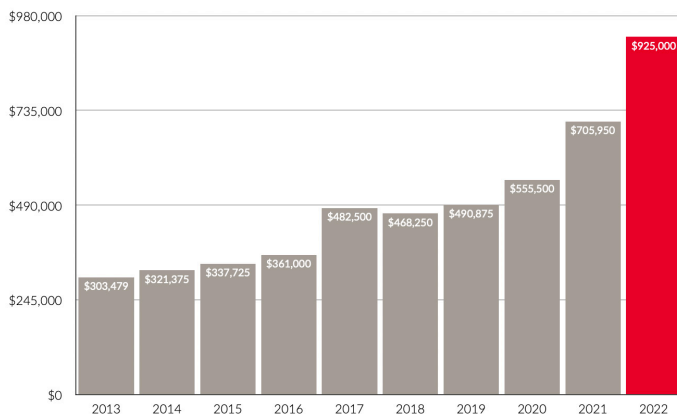


Year-Over-Year

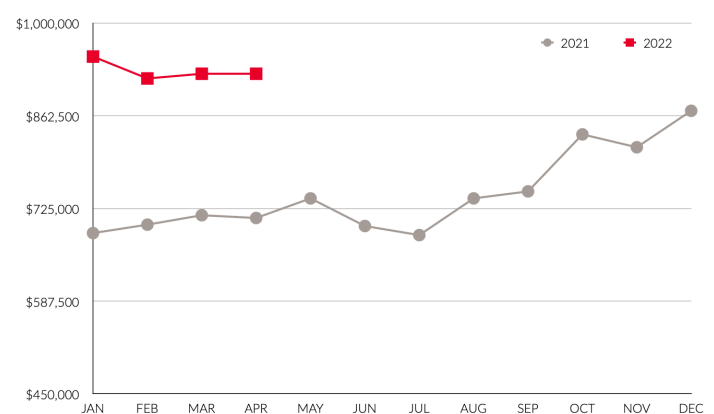


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



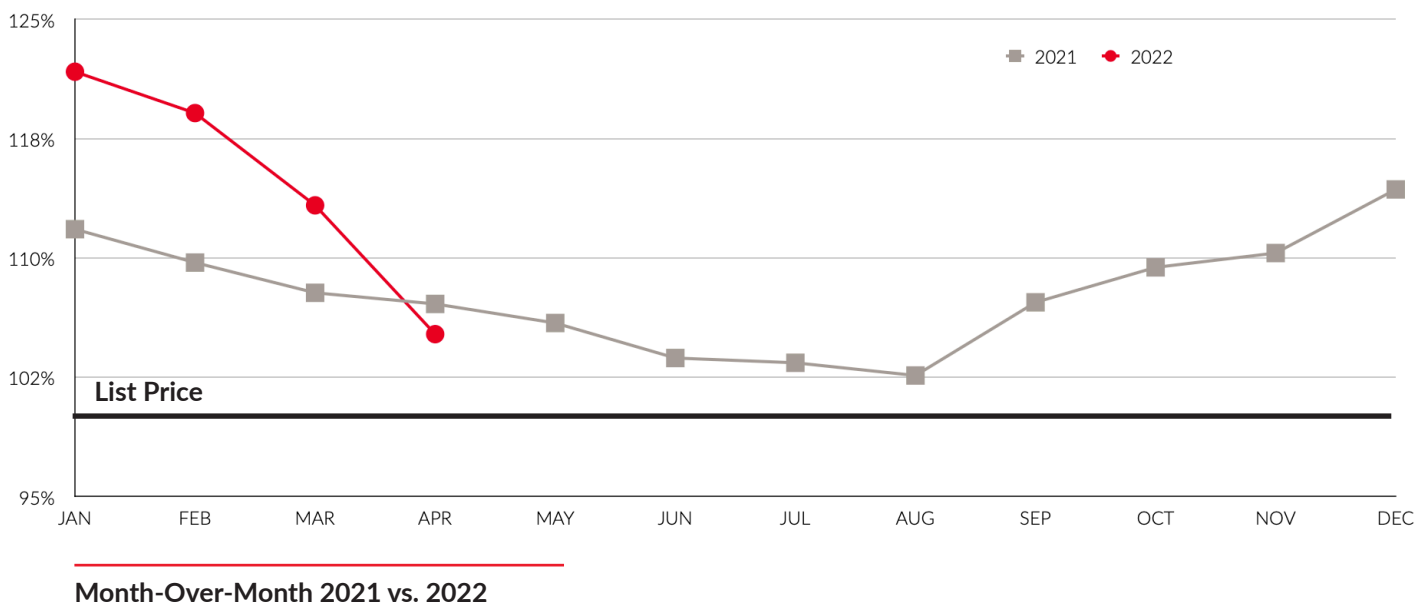
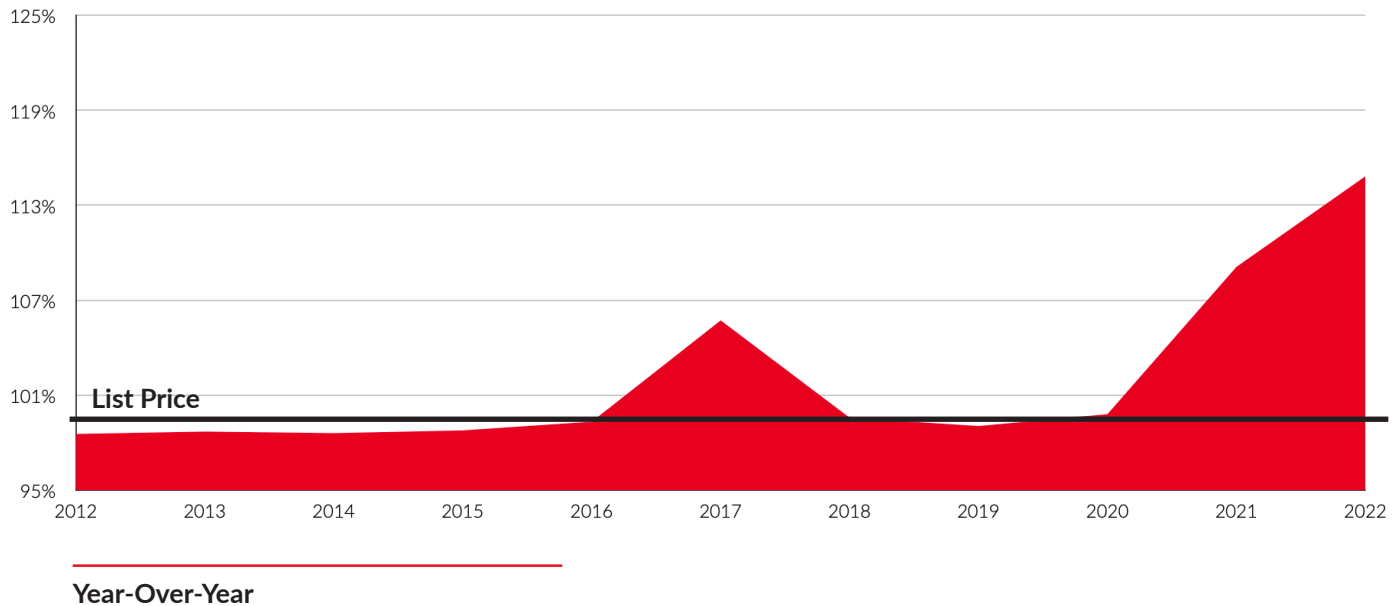
Year-Over-Year



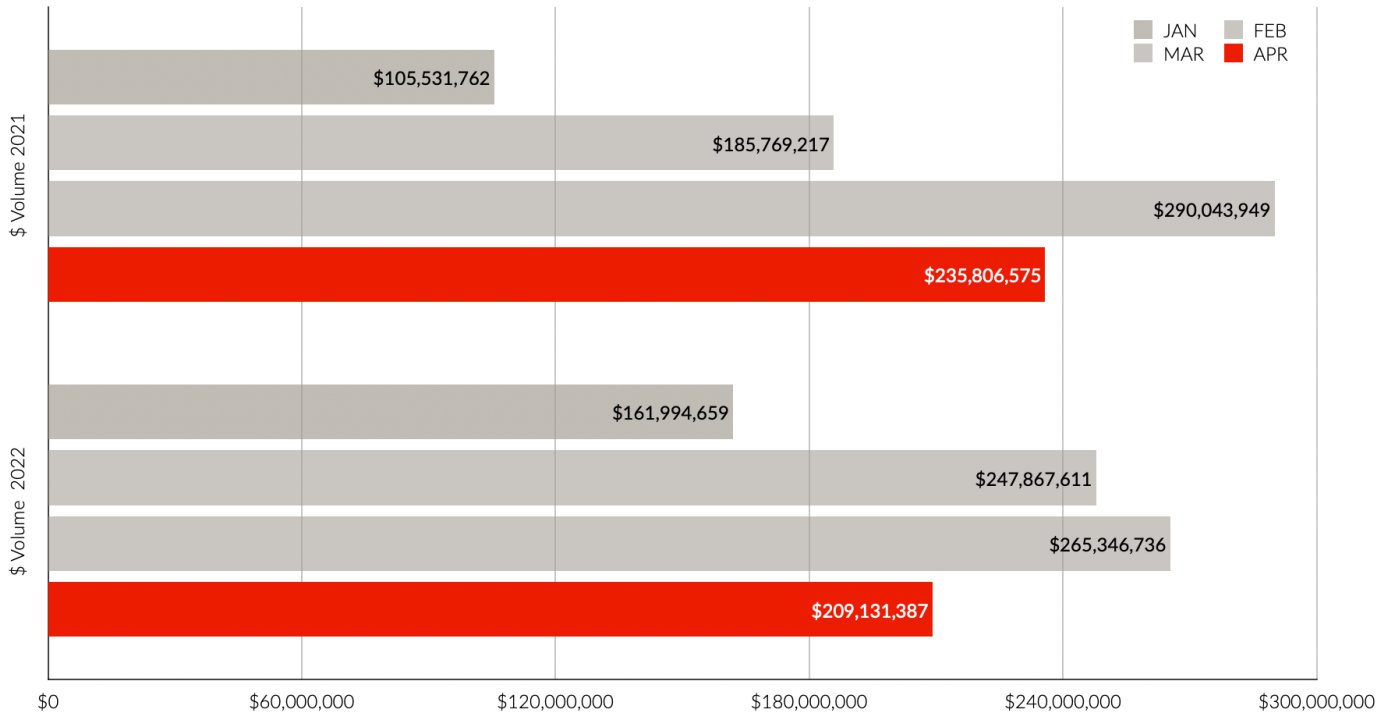
Month-Over-Month 2021 vs. 2022

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

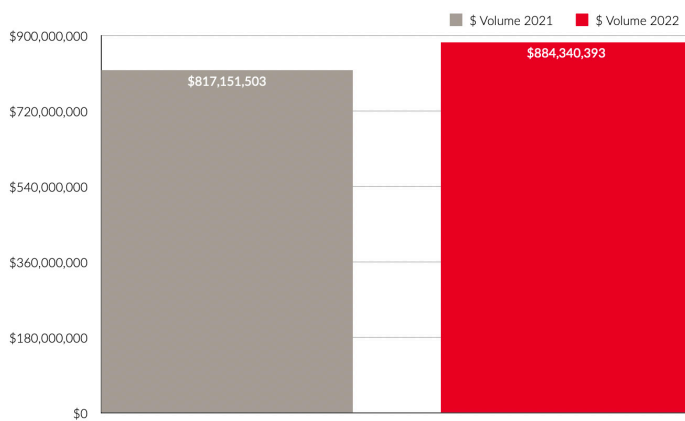
SALE PRICE VS. LIST PRICE RATIO



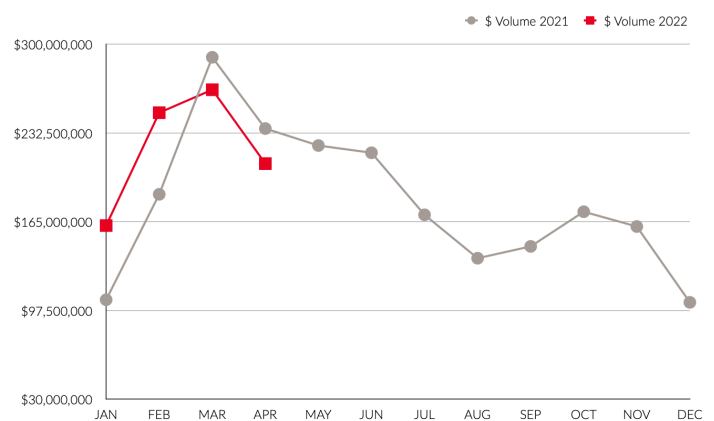
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

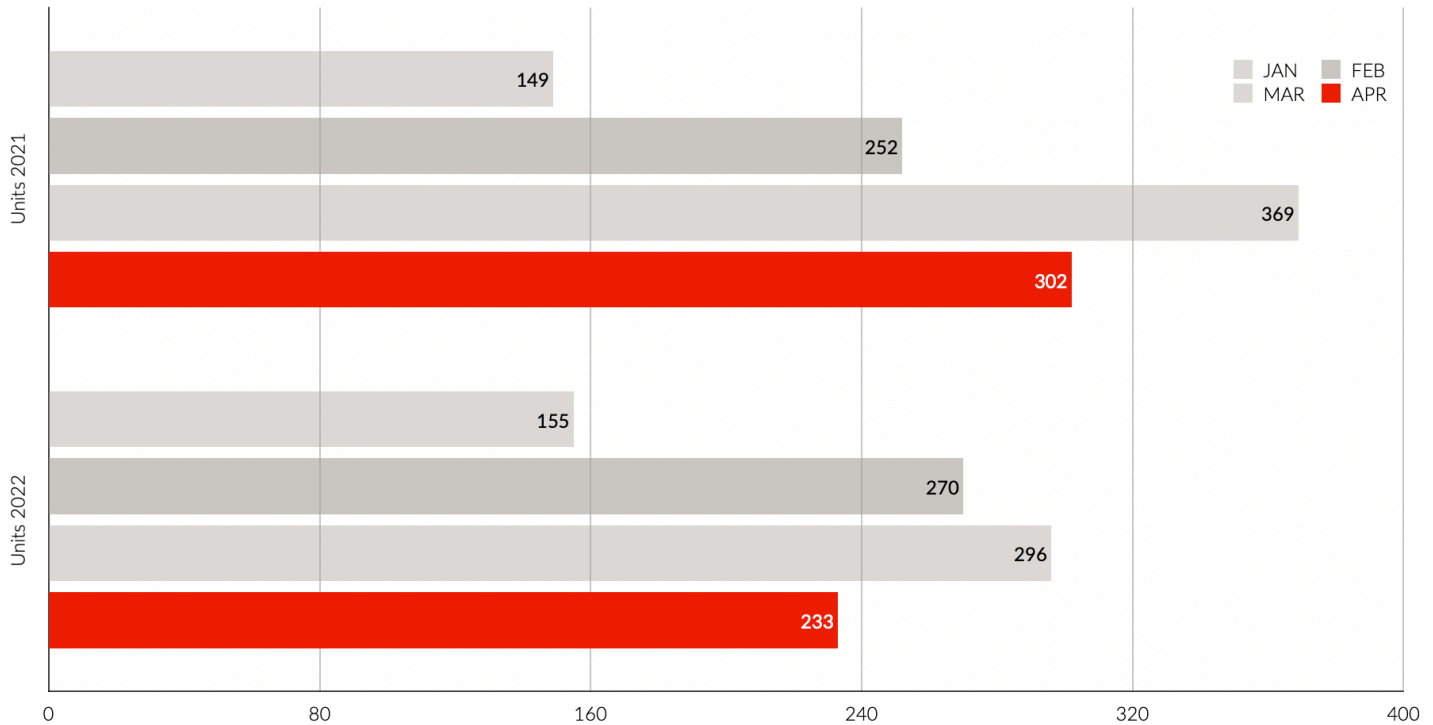


Yearly Totals 2021 vs. 2022

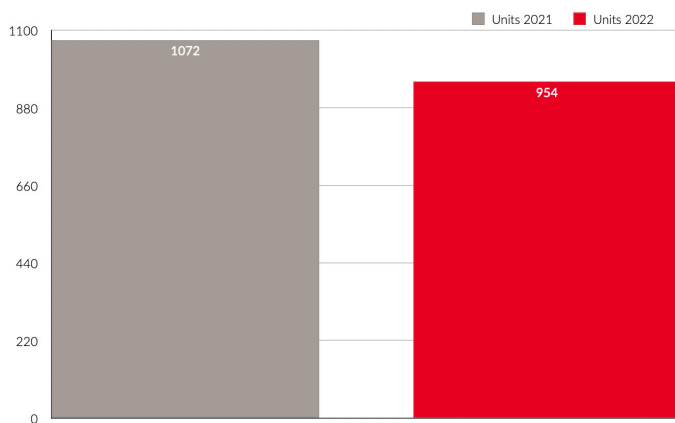


Month vs. Month 2021 vs. 2022

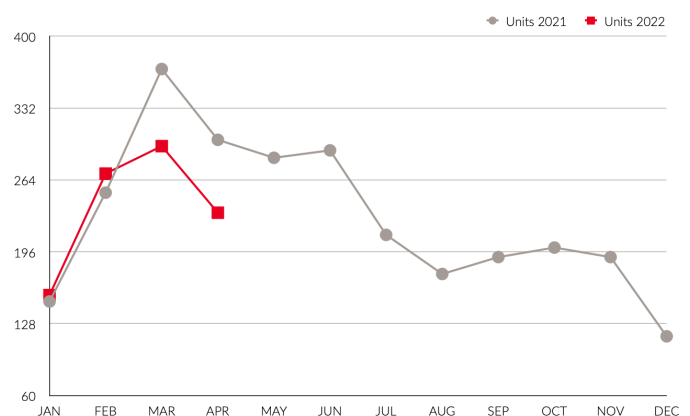
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

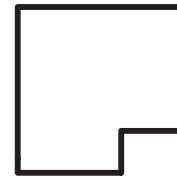
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



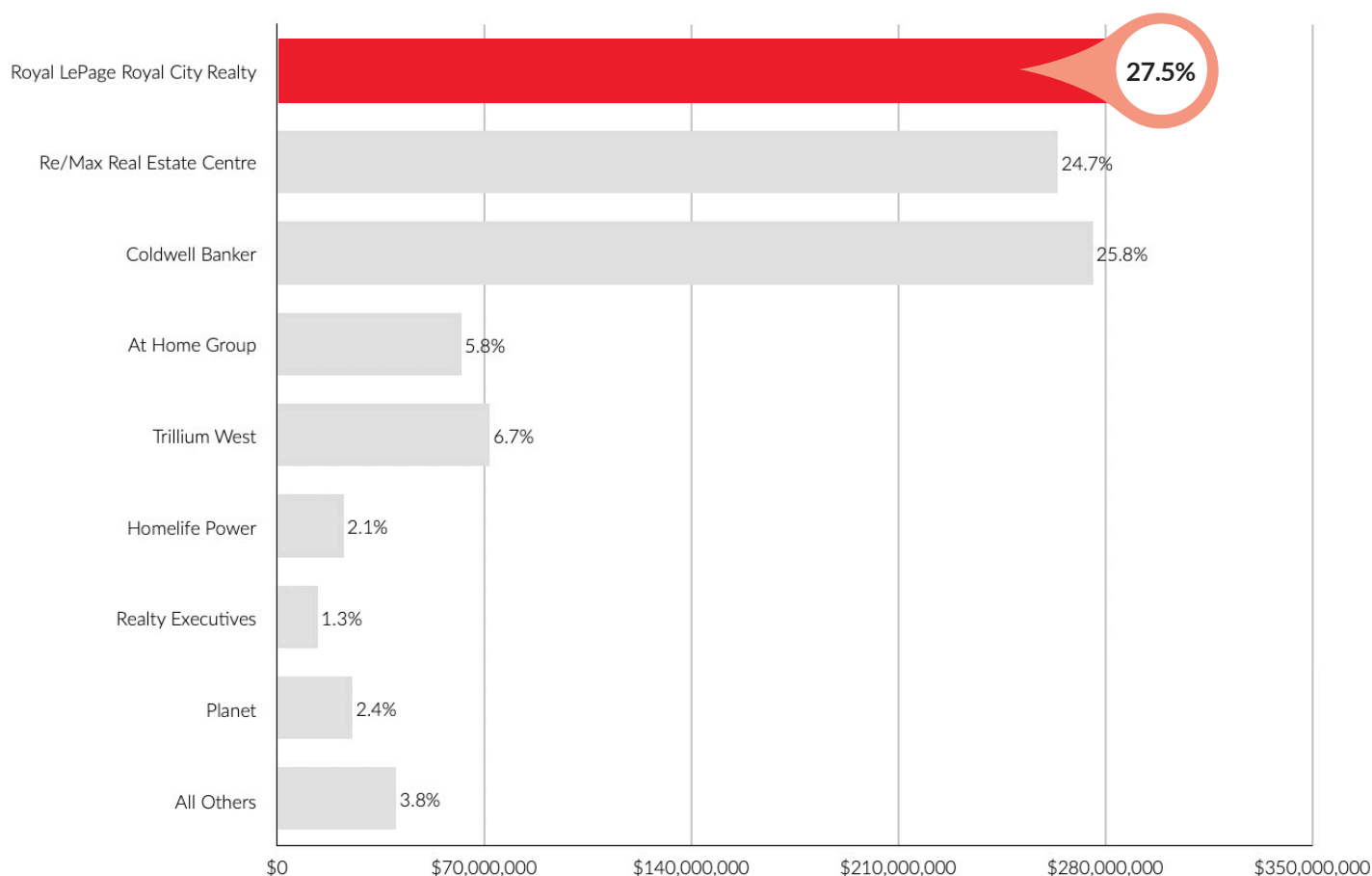
VACANT LAND

YTD Sales Volume	 \$612,510,639 +11.87%	 \$209,128,676 -1.57%	 \$420,000 -89.9%
YTD Unit Sales	 556 -14.98%	 285 -24.6%	 1 -83.3%
YTD Average Sale Price	 \$1,101,638 +31.59%	 \$733,785 +30.54%	 \$420,000 -39.5%
April Sales Volume	 \$163,529,398 +3.23%	 \$36,709,989 -35.01%	 \$0 Down From \$1,370,000
April Unit Sales	 147 -20.54%	 54 -47.06%	 0 Down From 2

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



MARKET DOMINANCE

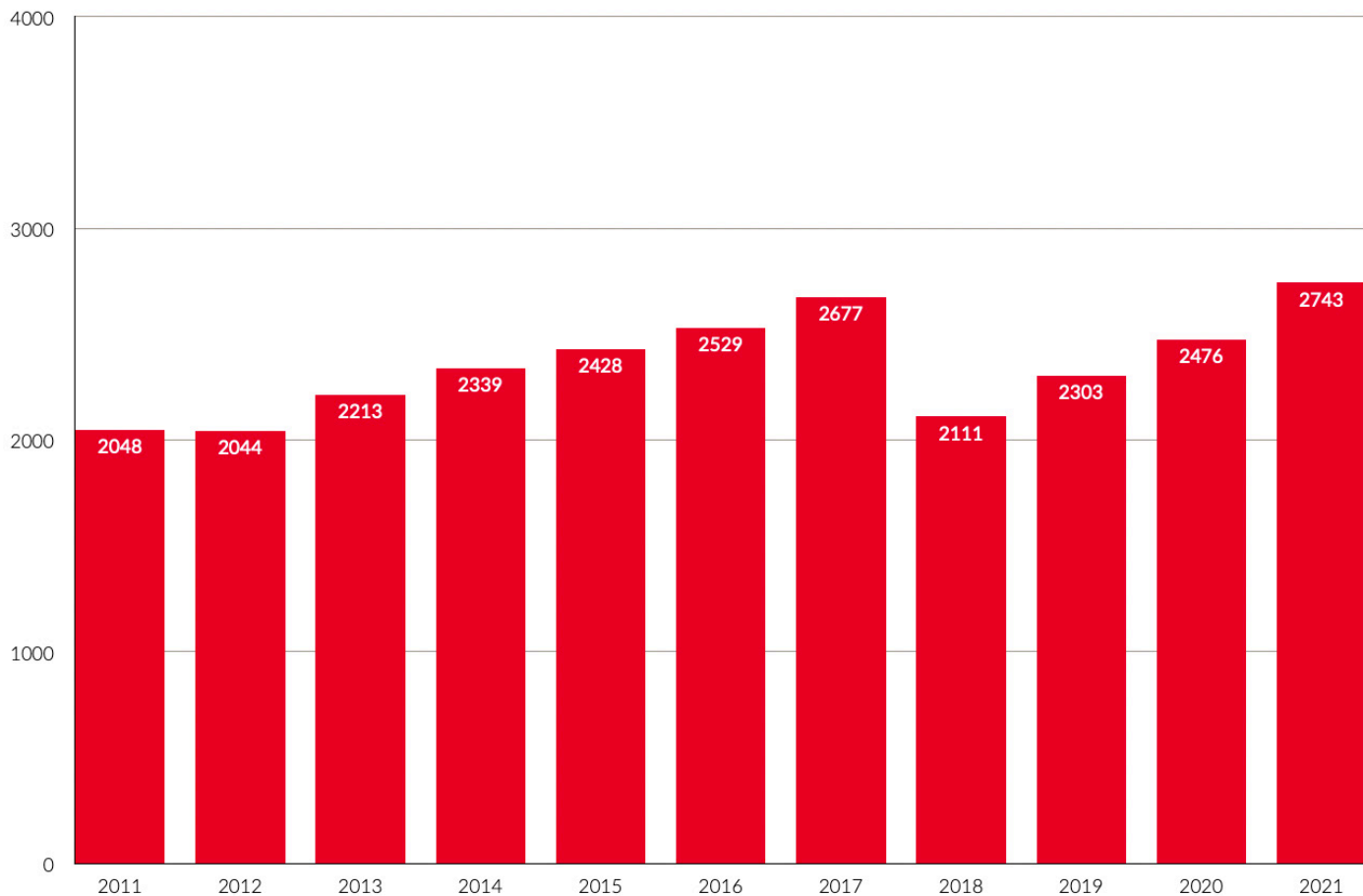


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
April 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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