



2022 MARCH

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

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



March year-over-year sales volume of **\$265,346,736**

Down 8.51% from 2021's \$290,043,949 with unit sales of 296 down 19.78% from last March's 369. New listings of 434 are down 1.59% from a year ago, with the sales/listing ratio of 68.2% down 15.47%.



Year-to-date sales volume of **\$675,209,006**

Up 16.15% from 2021's \$581,344,928 with unit sales of 721 down 6.36% from 2021's 770. New listings of 996 are up 3.21% from a year ago, with the sales/listing ratio of 72.39% down 7.4%.



Year-to-date average sale price of **\$968,885**

Up from \$744,210 one year ago with median sale price of \$925,000 up from \$701,000 one year ago. Average days-on-market of 12.33 is up 1.66 days from last year.

MARCH NUMBERS

Median Sale Price

\$925,000

+29.37%

Sales Volume

\$265,346,736

-8.51%

Unit Sales

296

-19.78%

New Listings

434

-1.59%

Expired Listings

16

+433.33%

Unit Sales/Listings Ratio

68.2%

-15.47%

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

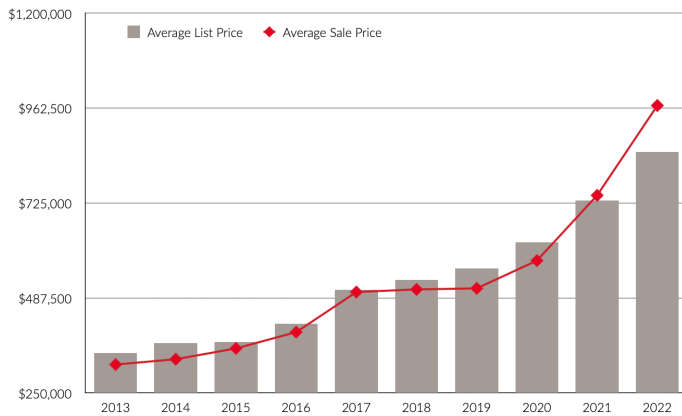


THE MARKET IN DETAIL

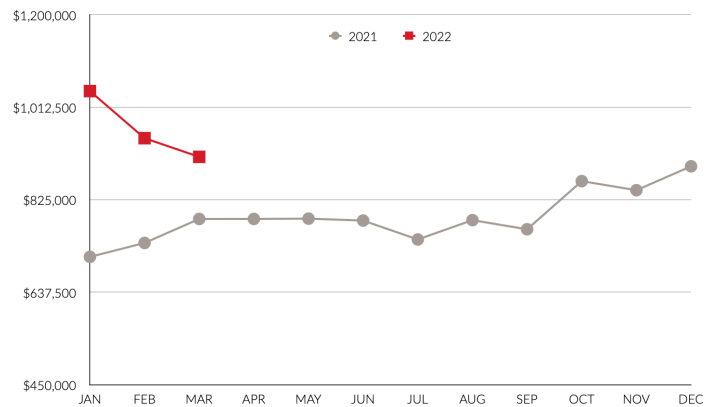
	2020	2021	2022	2021-2022
YTD Volume Sales	\$342,430,051	\$581,344,928	\$675,209,006	+16.15%
YTD Unit Sales	585	770	721	-6.36%
YTD New Listings	784	965	996	+3.21%
YTD Sales/Listings Ratio	74.62%	79.79%	72.39%	-7.4%
YTD Expired Listings	32	15	43	+186.67%
March Volume Sales	\$137,650,458	\$290,043,949	\$265,346,736	-8.51%
March Unit Sales	228	369	296	-19.78%
March New Listings	308	441	431	-1.59%
March Sales/Listings Ratio	74.03%	83.67%	68.2%	-15.47%
March Expired Listings	8	3	16	+433.33%
YTD Sales: \$0-\$199K	3	1	47	Up from 1
YTD Sales: \$200K-\$349K	31	8	3	-62.5%
YTD Sales: \$350K-\$549K	241	140	27	-80.71%
YTD Sales: \$550K-\$749K	228	320	118	-63.12%
YTD Sales: \$750K-\$999K	64	222	260	+17.12%
YTD Sales: \$1M+	18	79	266	+236.7%
YTD Average Days-On-Market	20.33	10.67	12.33	+15.62%
YTD Average Sale Price	\$581,089	\$744,210	\$968,885	+30.19%
YTD Median Sale Price	\$571,000	\$701,000	\$925,000	+31.95%

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

AVERAGE SALE PRICE

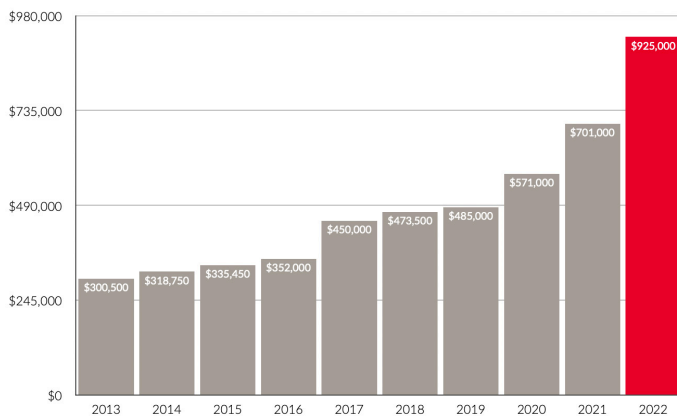


Year-Over-Year

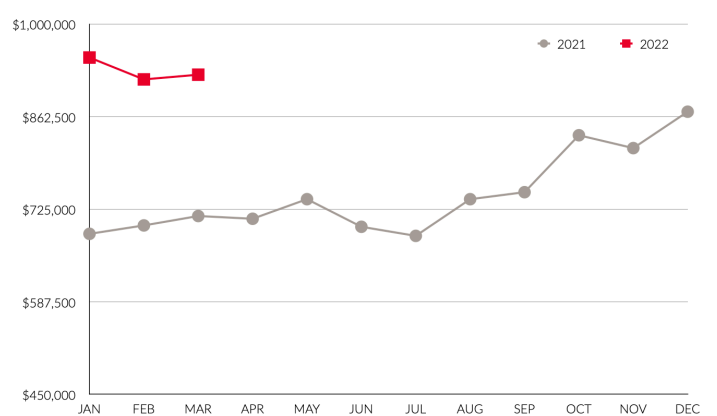


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



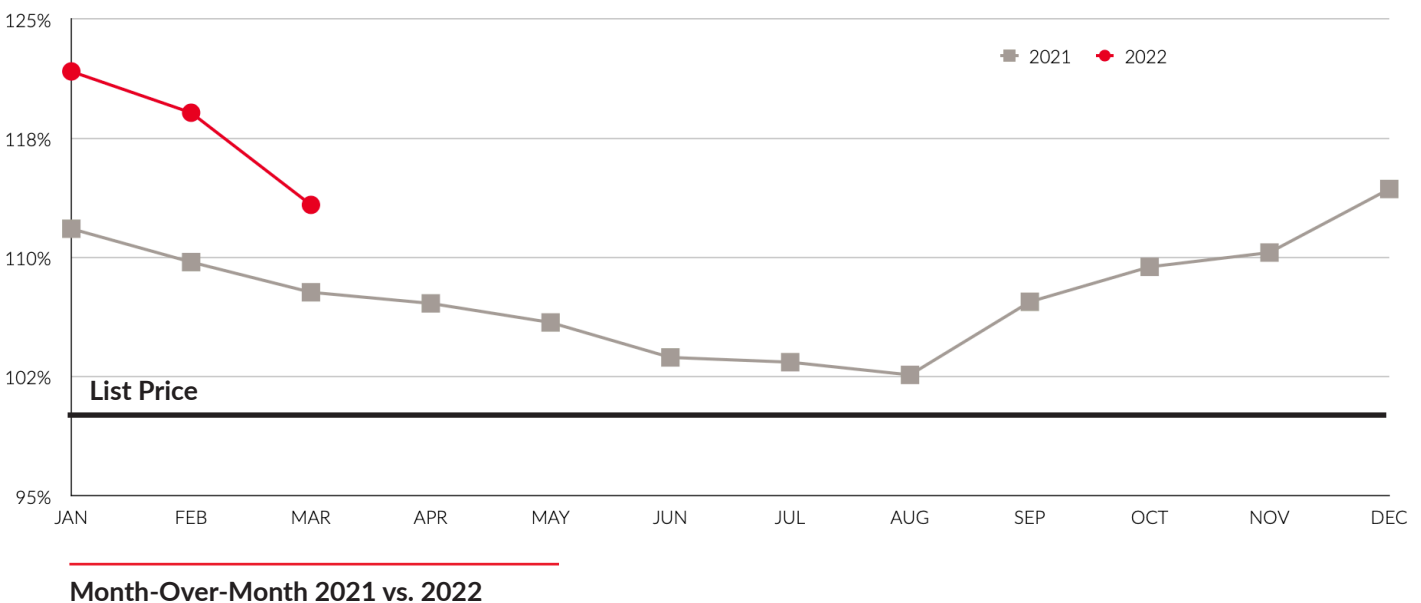
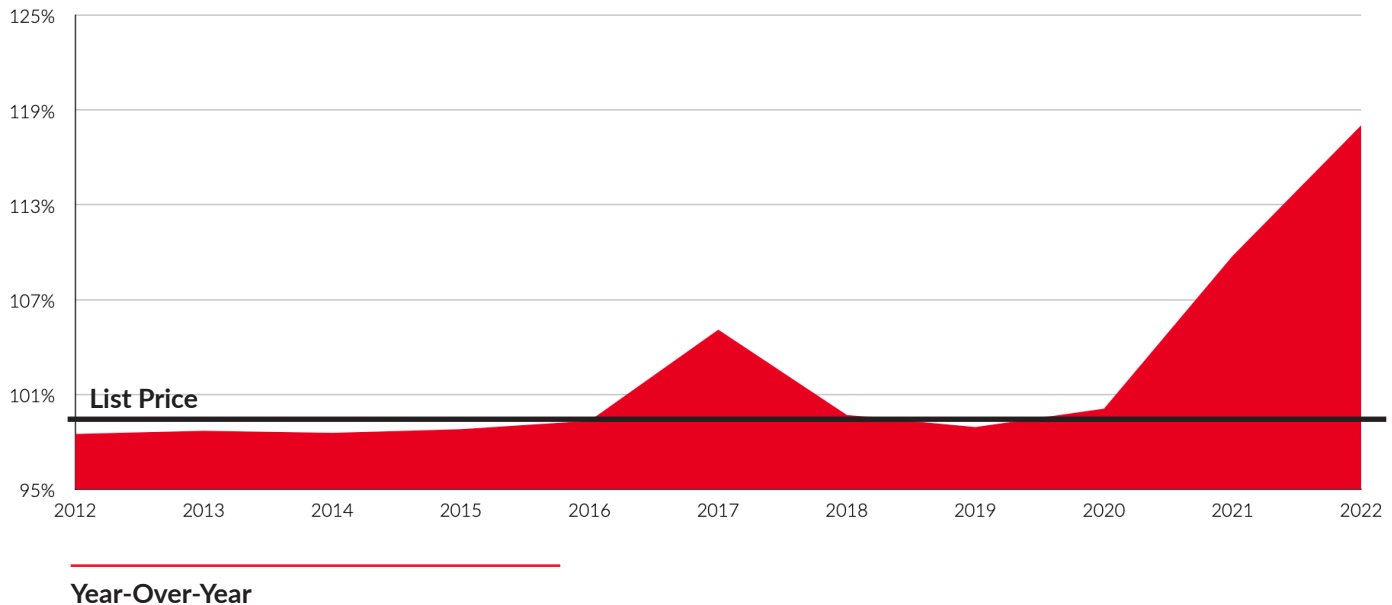
Year-Over-Year



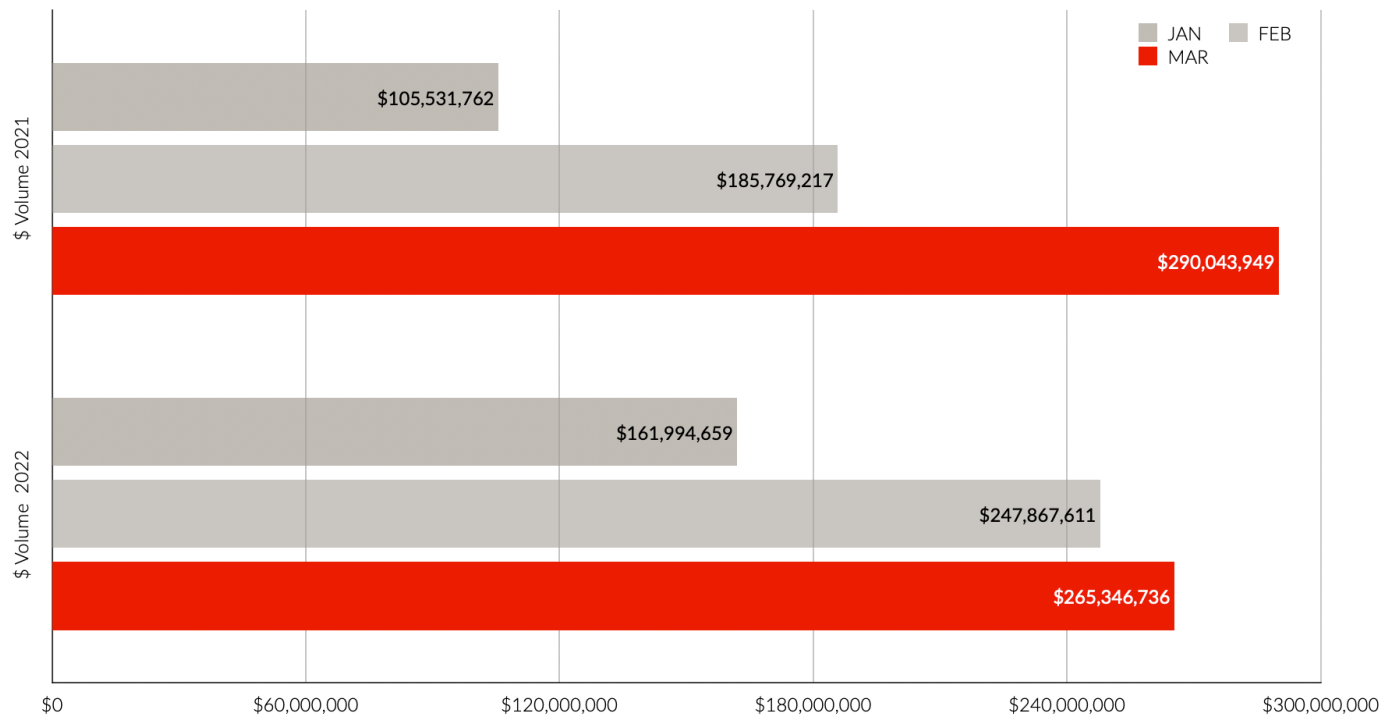
Month-Over-Month 2021 vs. 2022

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

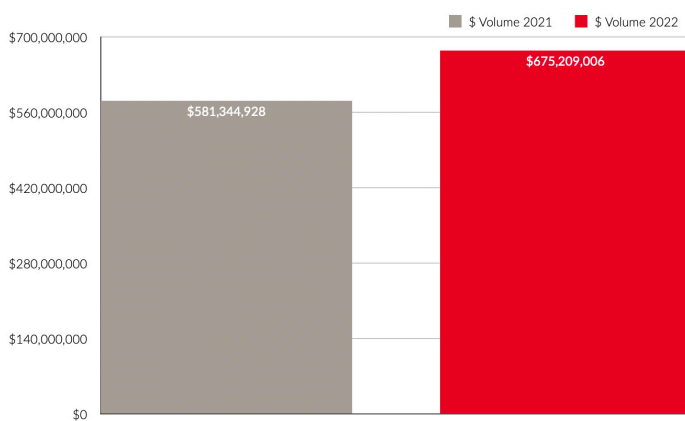
SALE PRICE VS. LIST PRICE RATIO



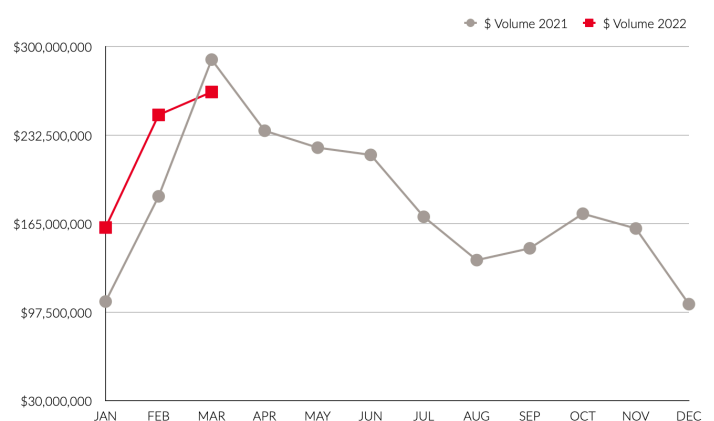
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

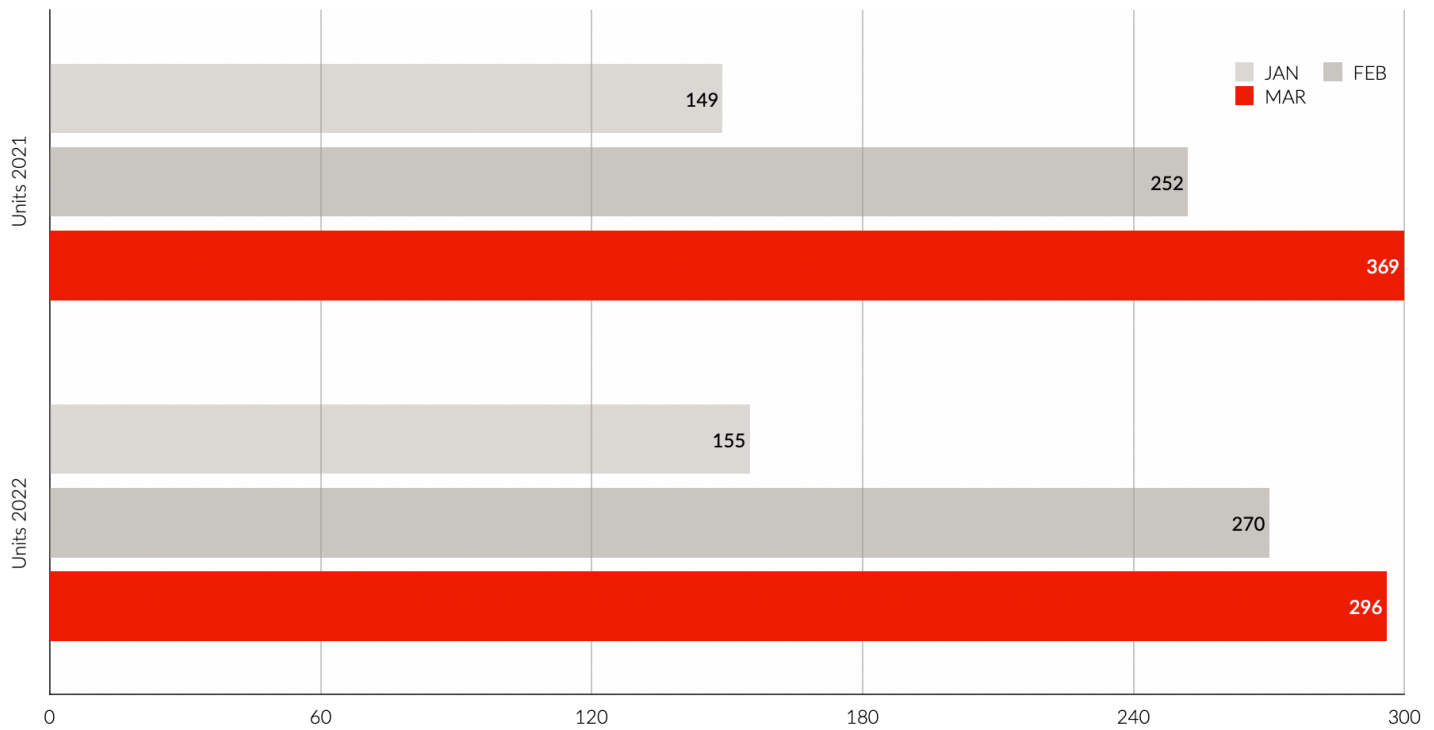


Yearly Totals 2021 vs. 2022

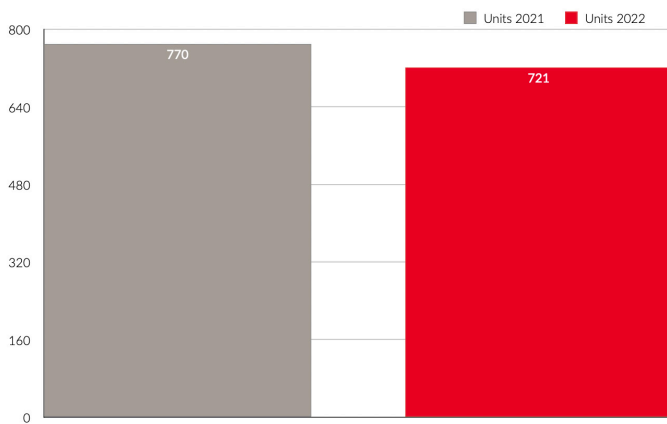


Month vs. Month 2021 vs. 2022

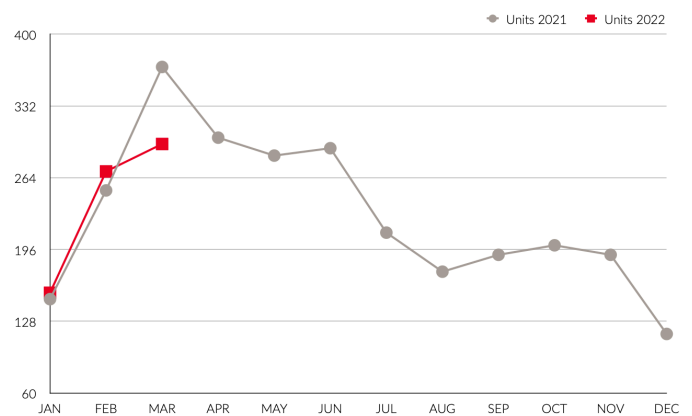
UNIT SALES



Monthly Comparison 2021 vs. 2022

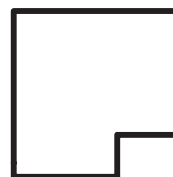

















Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE

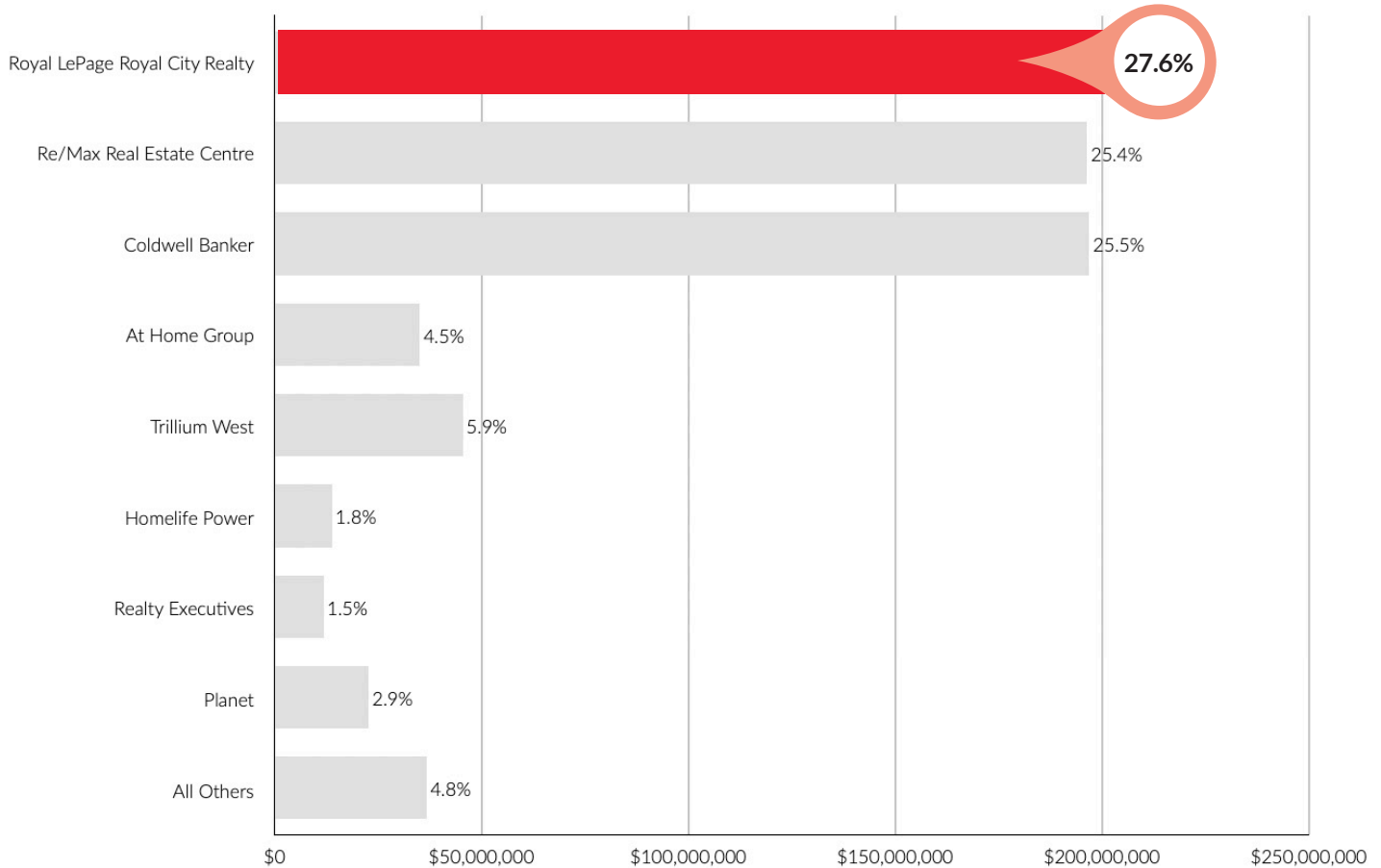


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$448,981,241 +15.39%	 \$172,418,687 +10.53%	 \$420,000 -85%
YTD Unit Sales	 409 -12.8%	 231 -16.3%	 1 -75%
YTD Average Sale Price	 \$1,097,754 +32.32%	 \$746,401 +32.06%	 \$420,000 -39.89%
March Sales Volume	 \$185,469,432 -3.3%	 \$61,347,054 -18.19%	 \$420,000 -67.7%
March Unit Sales	 170 -25.76%	 85 -34.11%	 1 No Change

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



MARKET DOMINANCE

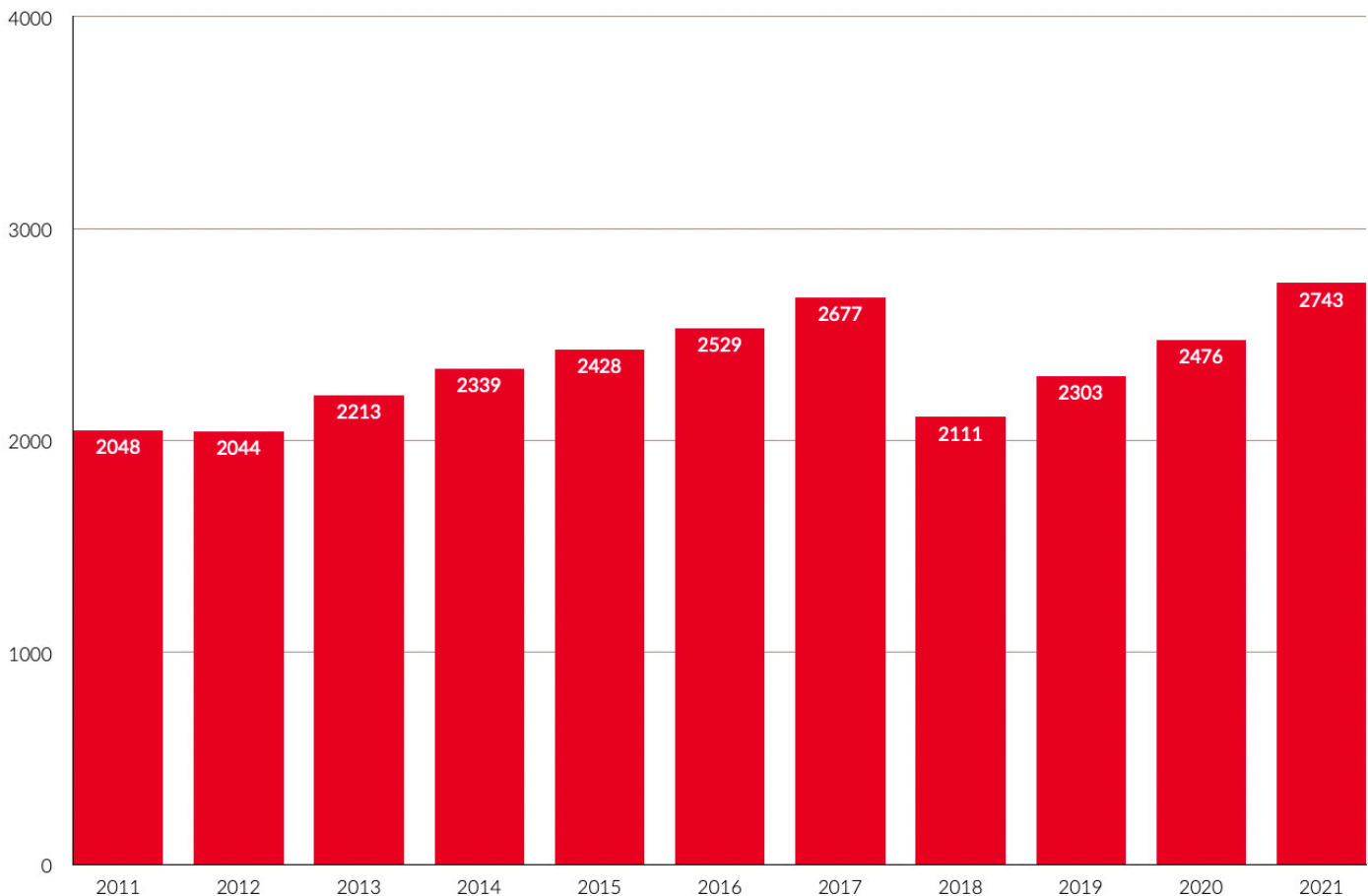


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
March 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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