



2022
APRIL

GUELPH/ERAMOSA
Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

SELLER'S MARKET

The real estate market in Guelph/Eramosa remains a seller's market as we see a dip in unit sales and inventory. Demand remains high as median and average sales prices continue to grow.



April year-over-year sales volume of \$25,834,800

Down 18.86% from 2021's \$31,838,561 with unit sales of 19 down 24% from last April's 25. New listings of 25 are down from the 29 in 2021, with the sales/listing ratio of 76% down from 86.21% in 2021.



Year-to-date sales volume of \$95,911,574

Up 11.19% from 2021's \$86,259,047 with unit sales of 69 down 12.66% from last April's 79. New listings of 99 are down 7.48% from a year ago, with the sales/listing ratio of 69.7% down 4.13%.



Year-to-date average sale price of \$1,492,651

Up from \$1,045,691 one year ago with median sale price of \$1,285,500 up from \$951,788 one year ago. Average days-on-market of 26.25 is up 15.75 days from last year.

APRIL NUMBERS

Median Sale Price

\$1,100,000

No Change

Sales Volume

\$25,834,800

-18.86%

Unit Sales

19

-24%

New Listings

25

-13.79%

Expired Listings

2

No Change

Unit Sales/Listings Ratio

76%

-10.21%

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

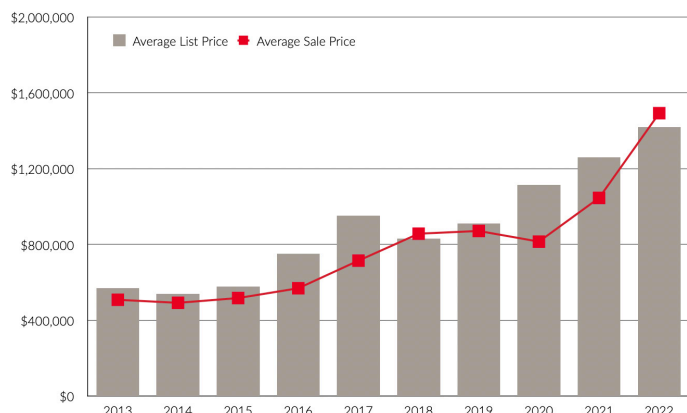


THE MARKET IN DETAIL

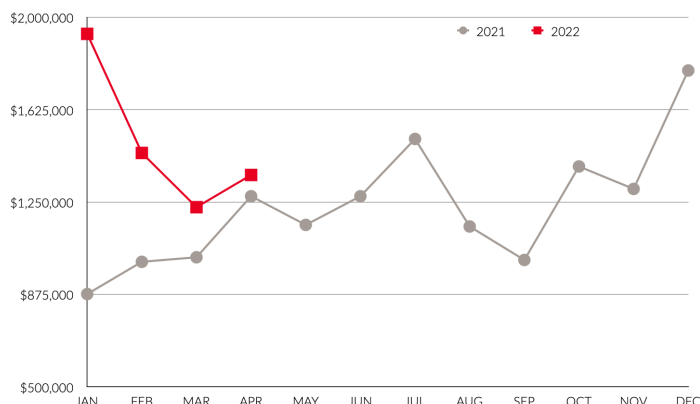
	2020	2021	2022	2021-2022
YTD Volume Sales	\$35,033,137	\$86,59,047	\$95,911,574	+11.19%
YTD Unit Sales	40	79	69	-12.66%
YTD New Listings	71	107	99	-7.48%
YTD Sales/Listings Ratio	56.34%	73.83%	69.7%	-4.13%
YTD Expired Listings	13	2	3	+50%
April Volume Sales	\$2,973,000	\$31,838,561	\$25,834,800	-18.86%
April Unit Sales	5	25	19	-24%
April New Listings	12	29	25	-13.79%
April Sales/Listings Ratio	41.67%	86.21%	76%	-10.21%
April Expired Listings	4	2	2	No Change
YTD Sales: \$0-\$199K	0	0	3	Up from 0
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	8	3	1	-66.67%
YTD Sales: \$550K-\$749K	12	8	1	-87.5%
YTD Sales: \$750K-\$999K	11	22	14	-36.36%
YTD Sales: \$1M+	9	46	50	+8.7%
YTD Average Days-On-Market	56.75	10.50	26.25	+150%
YTD Average Sale Price	\$814,875	\$1,045,691	\$1,492,651	+42.74%
YTD Median Sale Price	\$695,850	\$951,788	\$1,285,500	+35.06%

Guelph/Eramosa MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

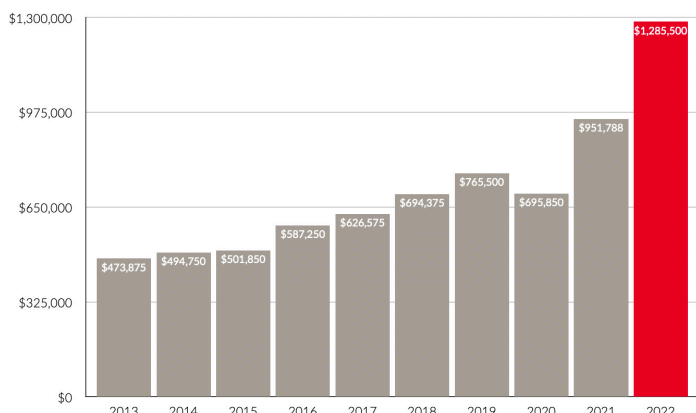


Year-Over-Year

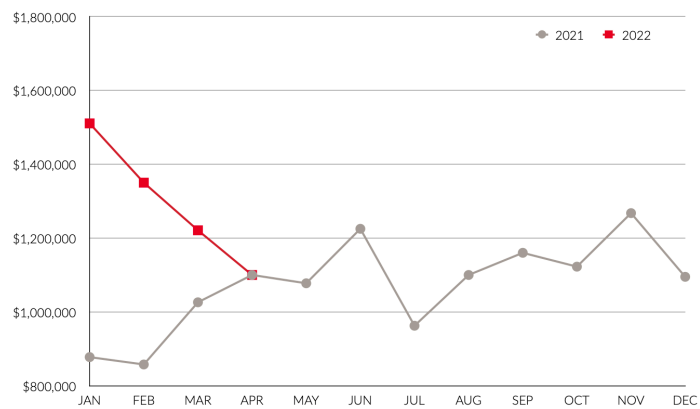


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



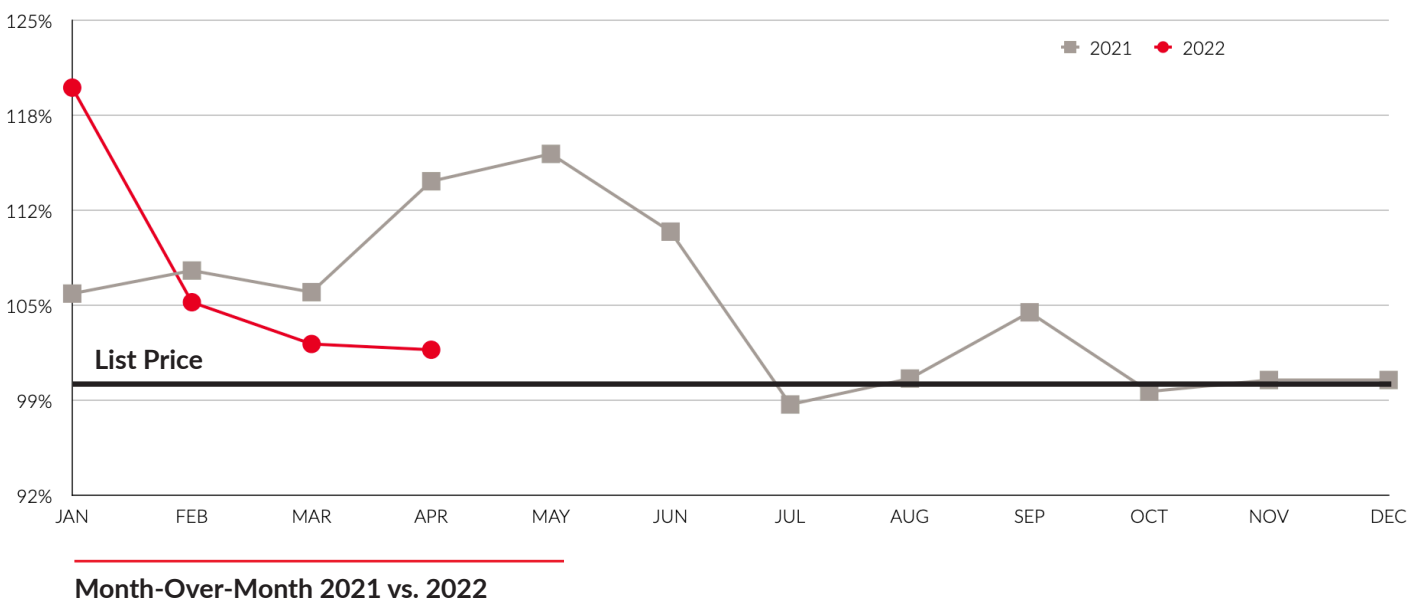
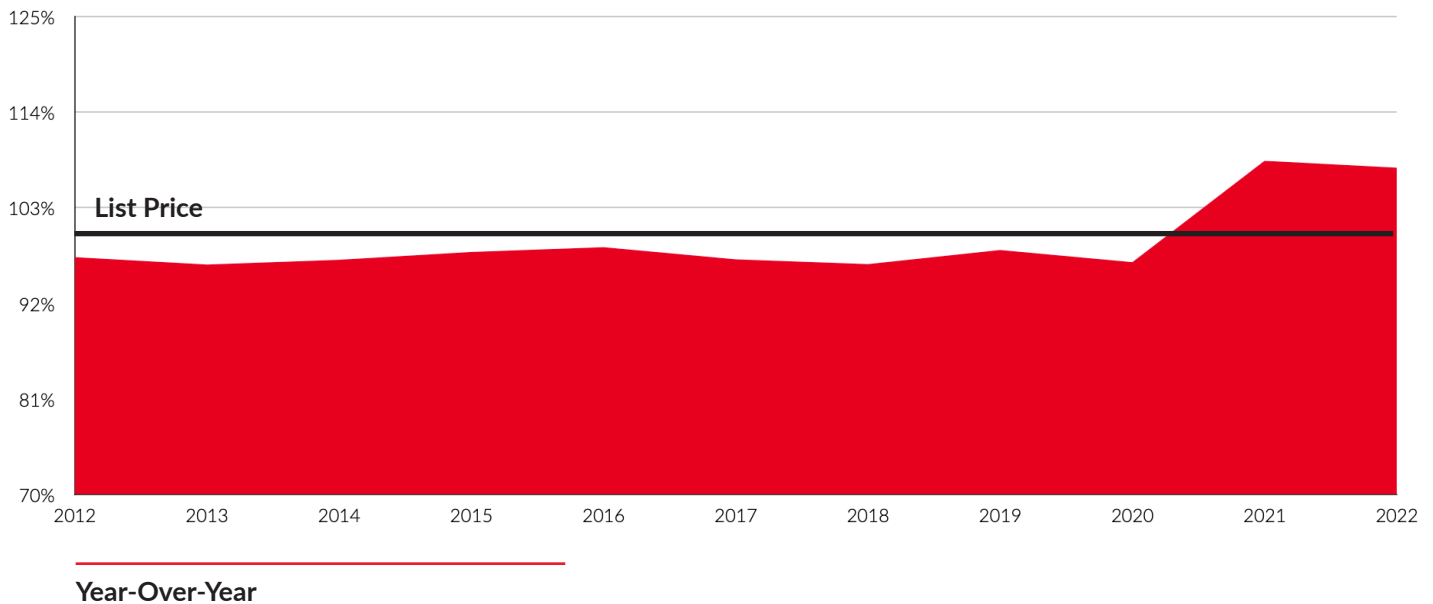
Year-Over-Year



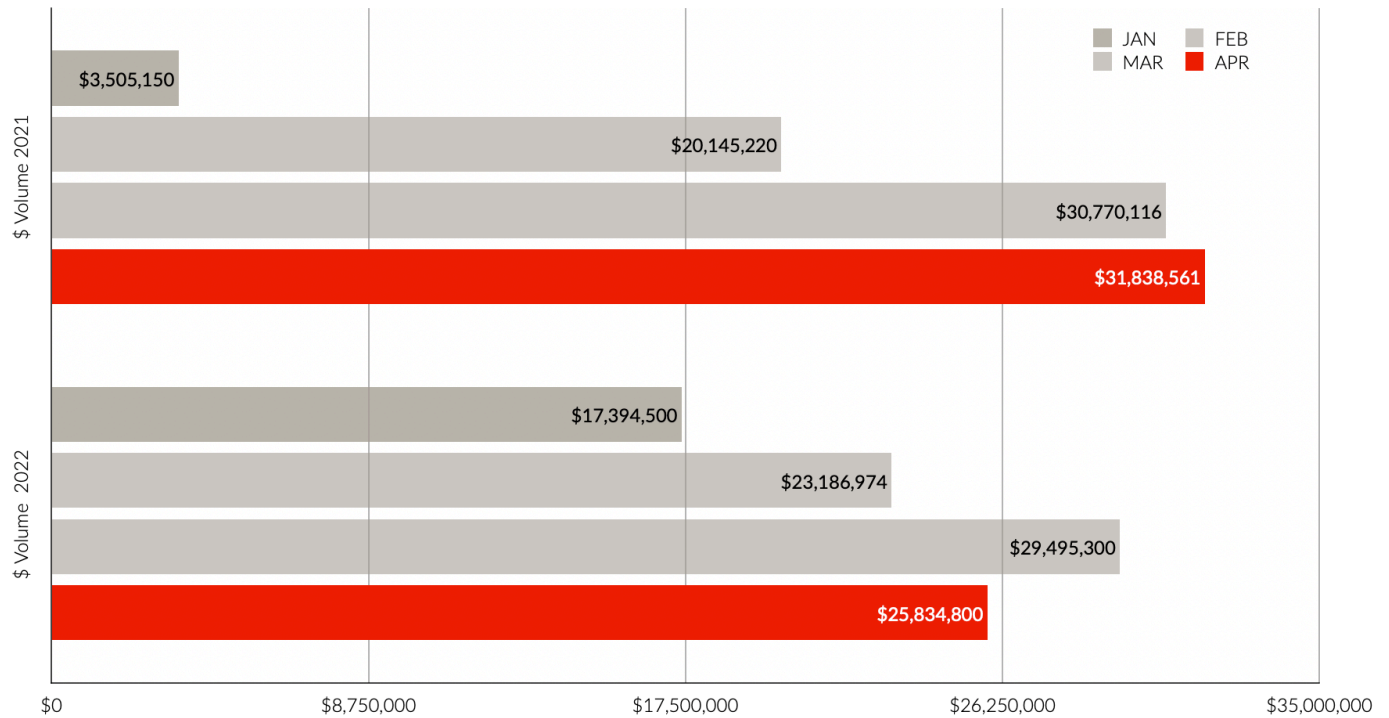
Month-Over-Month 2021 vs. 2022

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

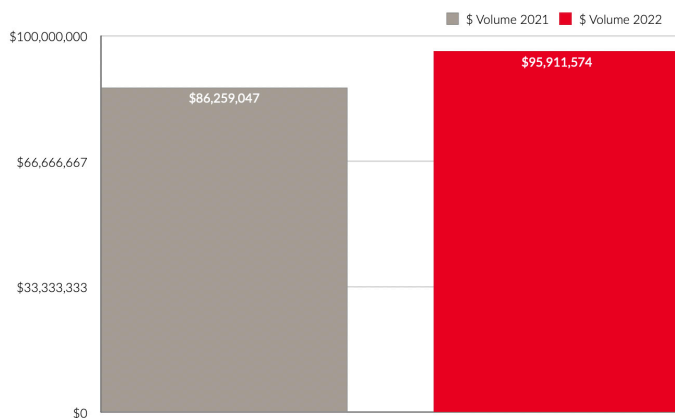
SALE PRICE VS. LIST PRICE RATIO



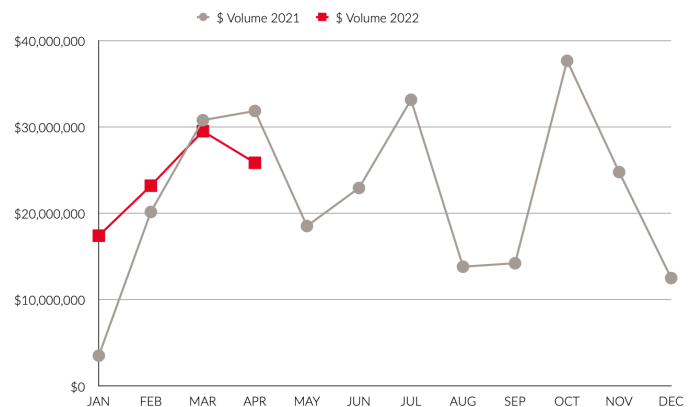
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

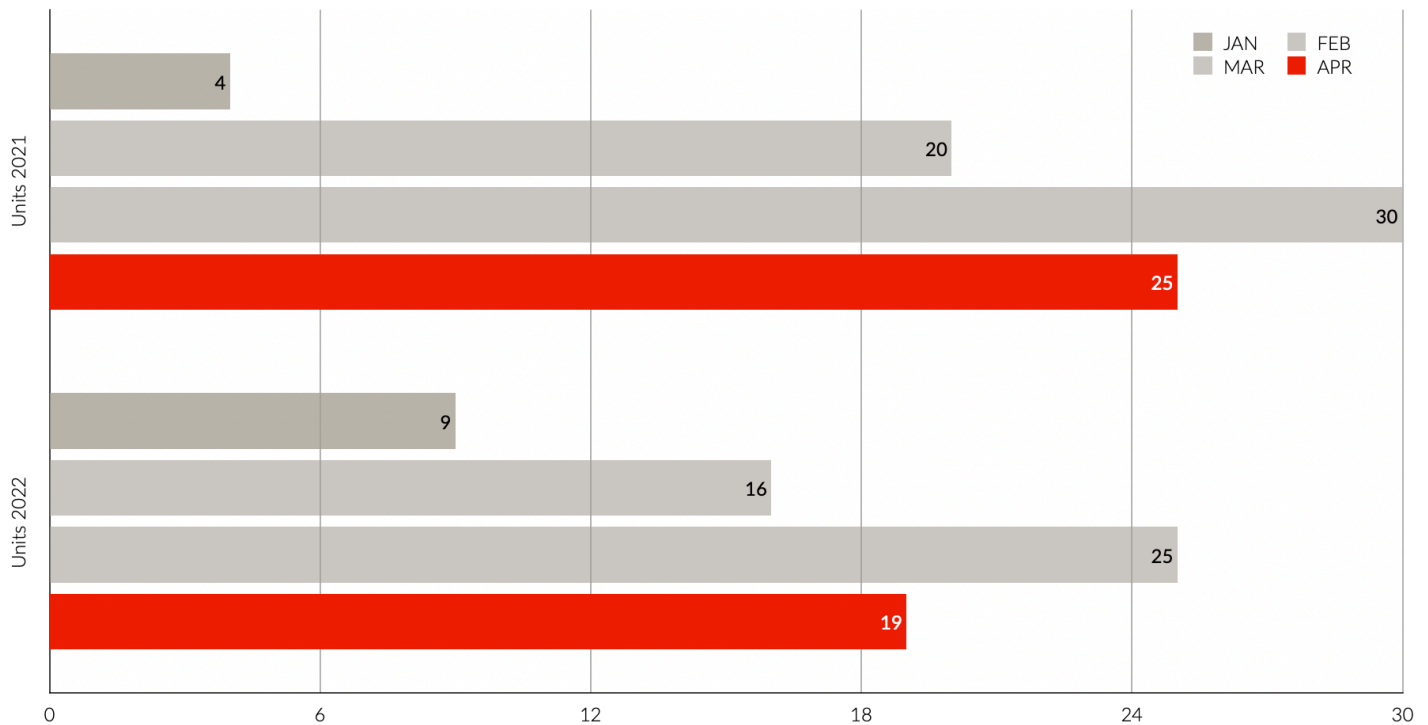


Yearly Totals 2021 vs. 2022

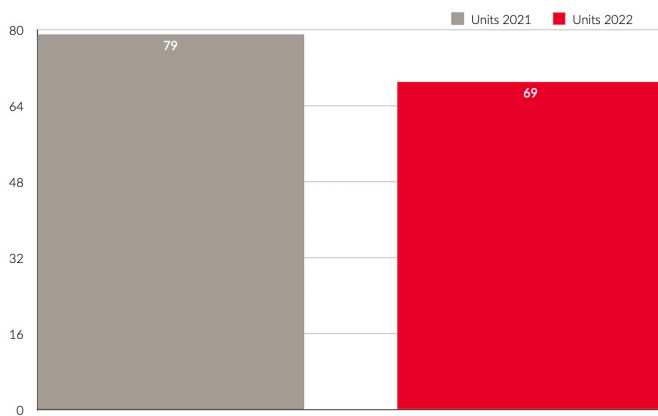


Month vs. Month 2021 vs. 2022

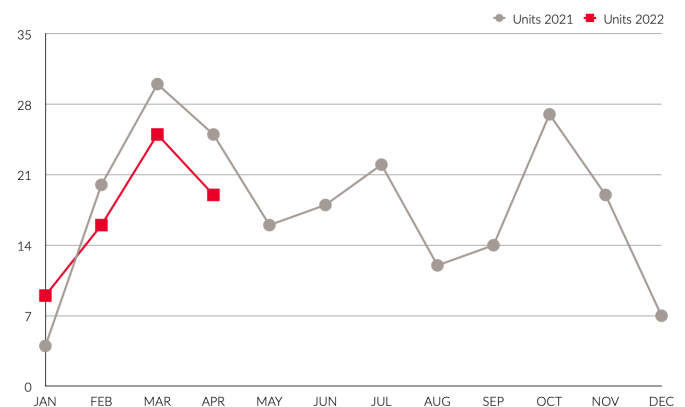
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

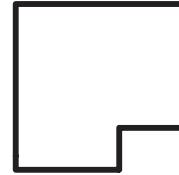
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



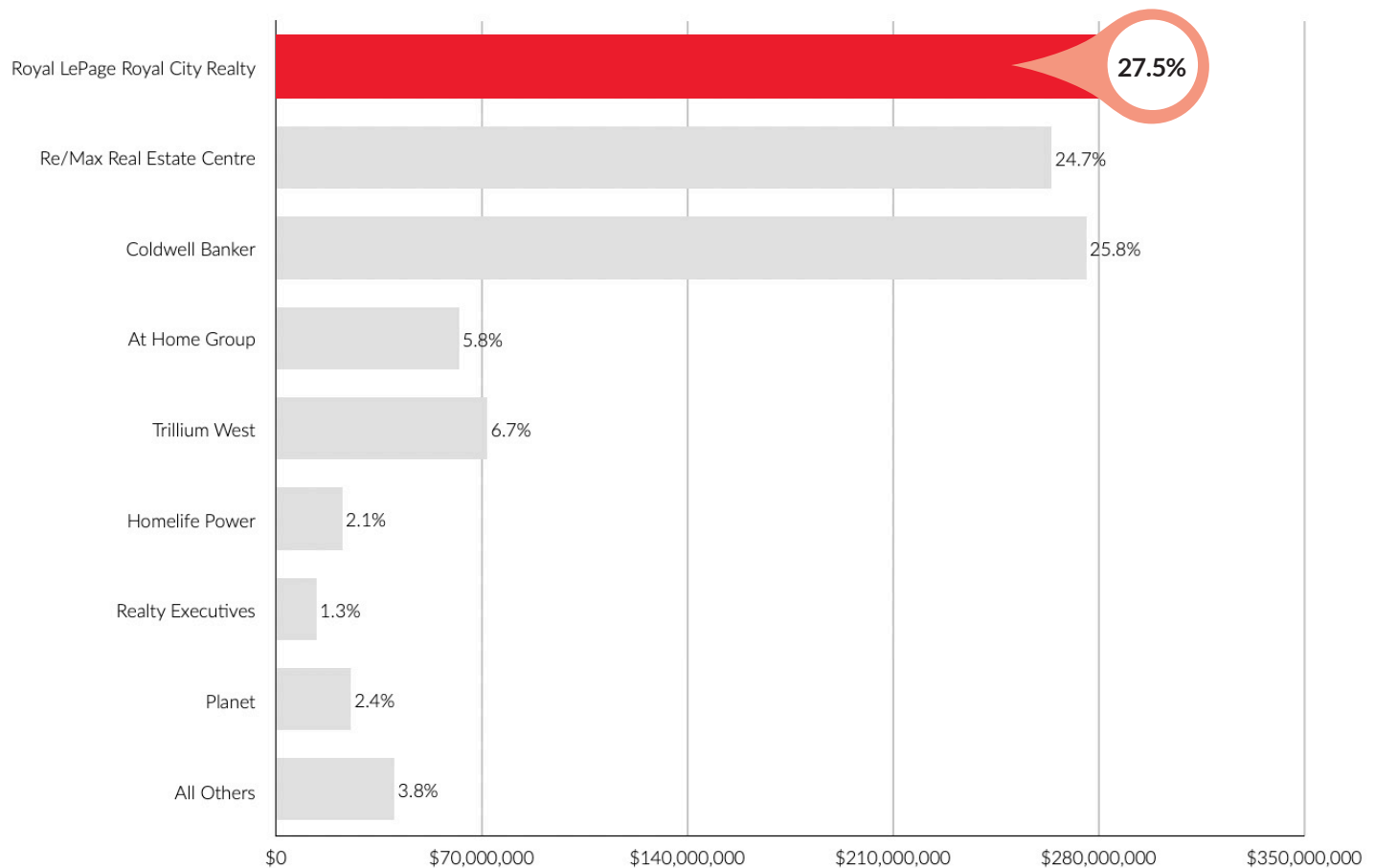
VACANT LAND

YTD Sales Volume	 \$82,397,624 +5.26%	 \$1,537,800 -74.9%	 \$2,265,000 Up from \$0
YTD Unit Sales	 57 -16.18%	 2 -80%	 2 Up from 0
YTD Average Sale Price	 \$1,445,624 +5.26%	 \$768,900 +25.51%	 \$1,132,500 Up from \$0
April Sales Volume	 \$22,936,000 -27.96%	 \$948,800 Up From \$0	 \$0 No Change
April Unit Sales	 16 -36%	 1 Up From 0	 0 No Change

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



MARKET DOMINANCE

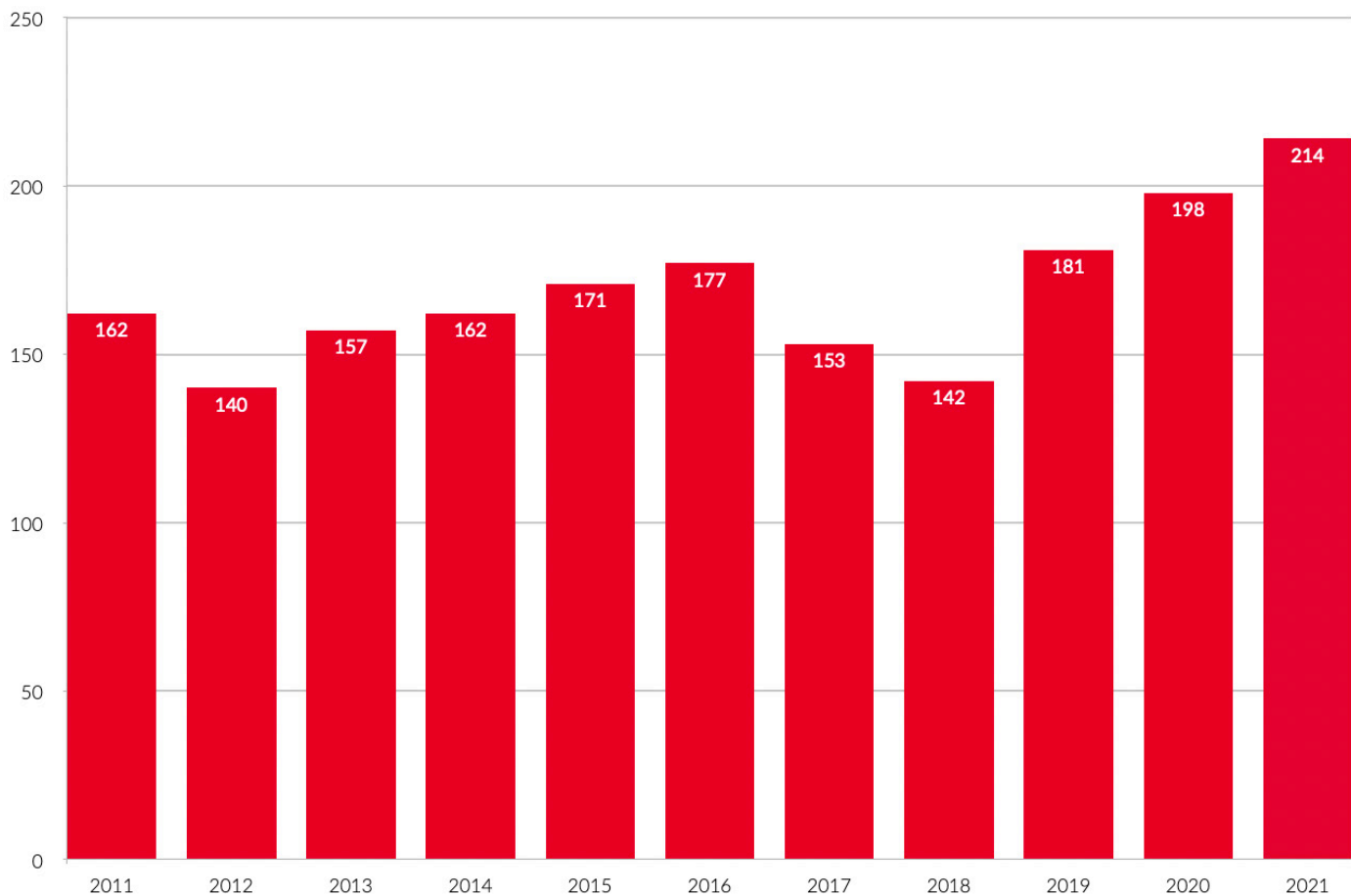


Market Share by Dollar Volume

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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