



2022 MARCH

GUELPH/ERAMOSA

Real Estate Market Report



OVERVIEW

SELLER'S MARKET

The real estate market in Guelph/Eramosa shows signs of a small dip in demand as there was a 10% increase in new listings this month compared to March 2021, but a 16% drop in unit sales compared to March 2021. Despite this, average and median sales prices continue to rise.

March year-over-year sales volume of \$29,495,300

Down 4.14% from 2021's \$30,770,116 with unit sales of 25 down 16.67% from last March's 30. New listings of 41 are up from the 37 in 2021, with the sales/listing ratio of 60.98% down from 81.08% in 2021.

Year-to-date sales volume of \$70,076,774

Up 28.77% from 2021's \$54,420,486 with unit sales of 50 down 7.41% from last March's 54. New listings of 74 are down 5.13% from a year ago, with the sales/listing ratio of 67.57% down 1.66%.

Year-to-date average sale price of \$1,536,960

Up from \$969,740 one year ago with median sale price of \$1,350,000 up from \$877,575 one year ago. Average days-on-market of 30 is up 19.67 days from last year.

MARCH NUMBERS

Median Sale Price

\$1,221,000

+19.01%

Sales Volume

\$29,495,300

-4.14%

Unit Sales

25

-16.67%

New Listings

41

+10.81%

Expired Listings

0

No Change

Unit Sales/Listings Ratio

60.98%

-20.11%

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

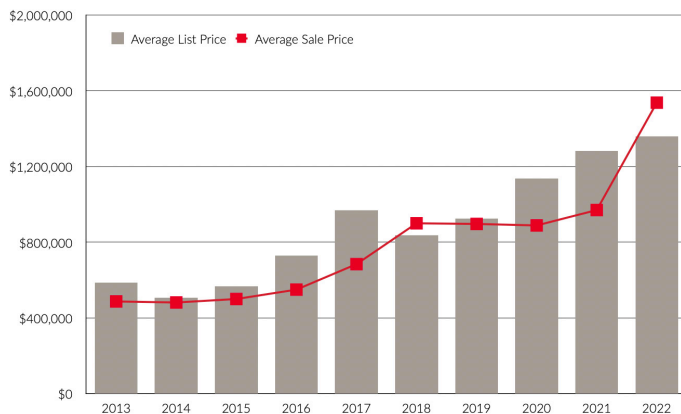


THE MARKET IN DETAIL

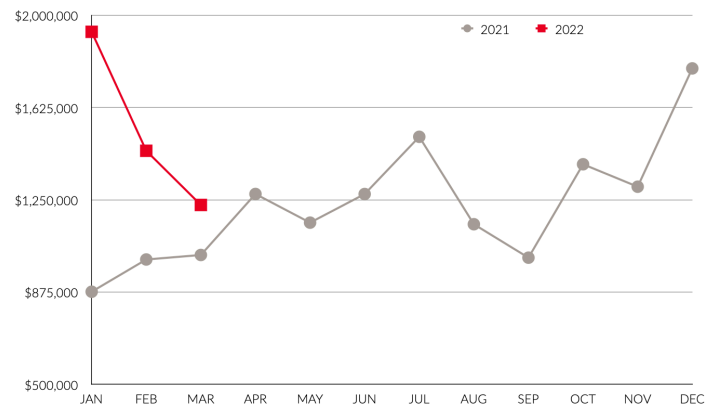
	2020	2021	2022	2021-2022
YTD Volume Sales	\$32,060,137	\$54,420,486	\$70,076,774	+28.77%
YTD Unit Sales	35	54	50	-7.41%
YTD New Listings	59	78	74	-5.13%
YTD Sales/Listings Ratio	59.32%	69.23%	67.57%	-1.66%
YTD Expired Listings	9	0	1	Up from 0
March Volume Sales	\$13,087,526	\$30,770,116	\$29,495,300	-4.14%
March Unit Sales	14	30	25	-16.67%
March New Listings	20	37	41	+10.81%
March Sales/Listings Ratio	70%	81.08%	60.98%	-20.11%
March Expired Listings	1	0	0	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	5	3	1	-66.67%
YTD Sales: \$550K-\$749K	11	6	1	-83.33%
YTD Sales: \$750K-\$999K	10	17	6	-67.71%
YTD Sales: \$1M+	9	28	39	+39.29%
YTD Average Days-On-Market	68.67	10.33	30	+190.32%
YTD Average Sale Price	\$888,300	\$969,740	\$1,536,960	+58.49%
YTD Median Sale Price	\$704,250	\$877,575	\$1,350,000	+53.83%

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

AVERAGE SALE PRICE

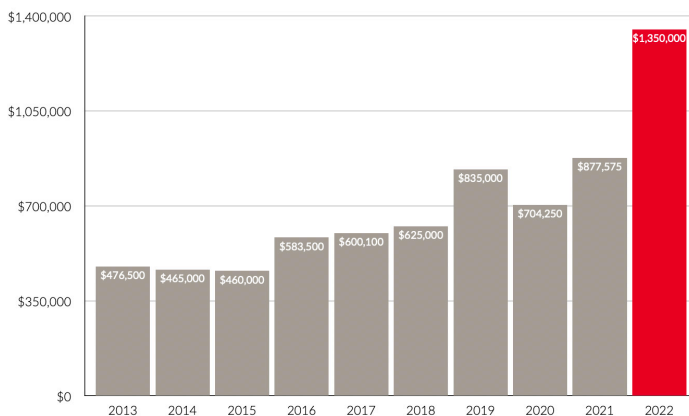


Year-Over-Year

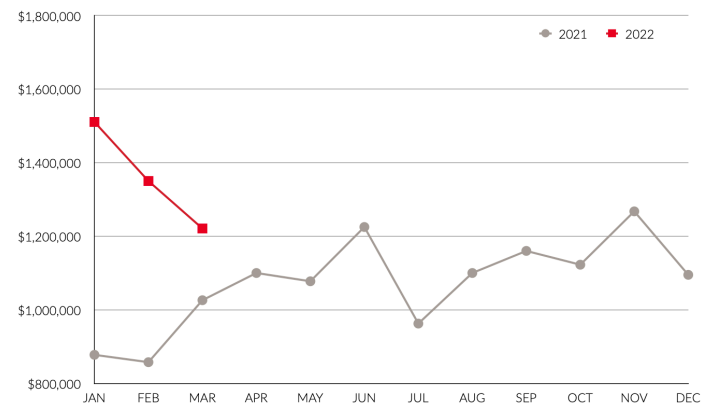


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



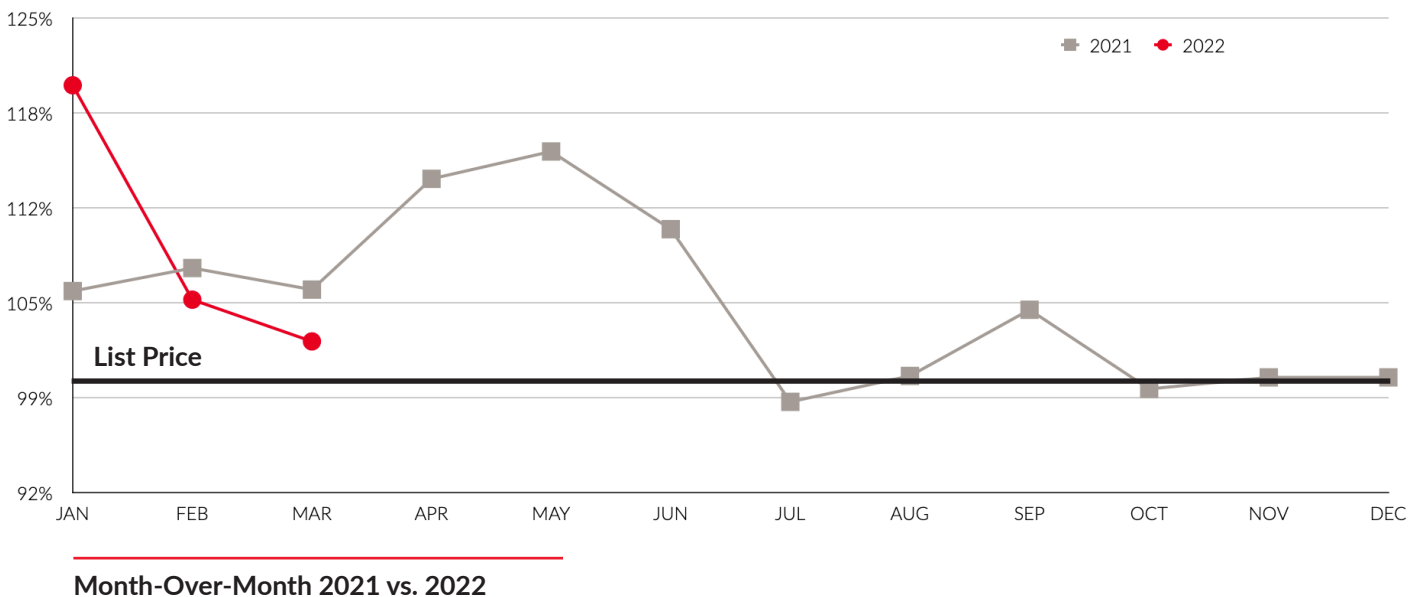
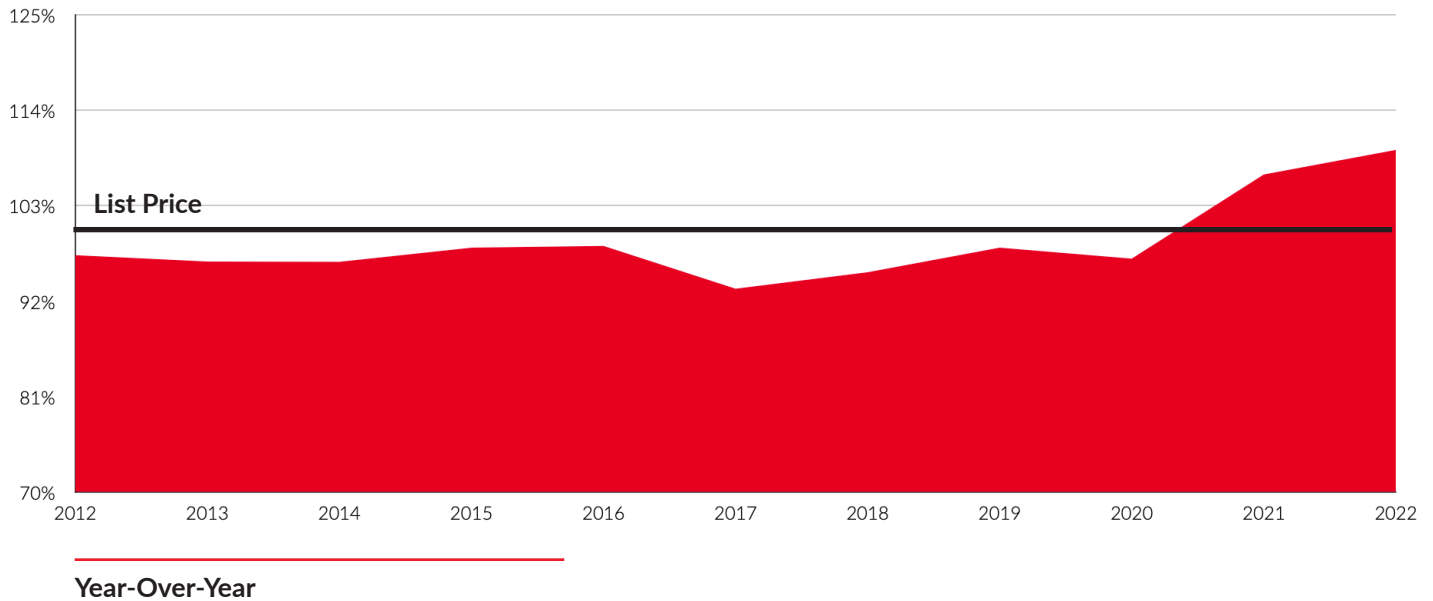
Year-Over-Year



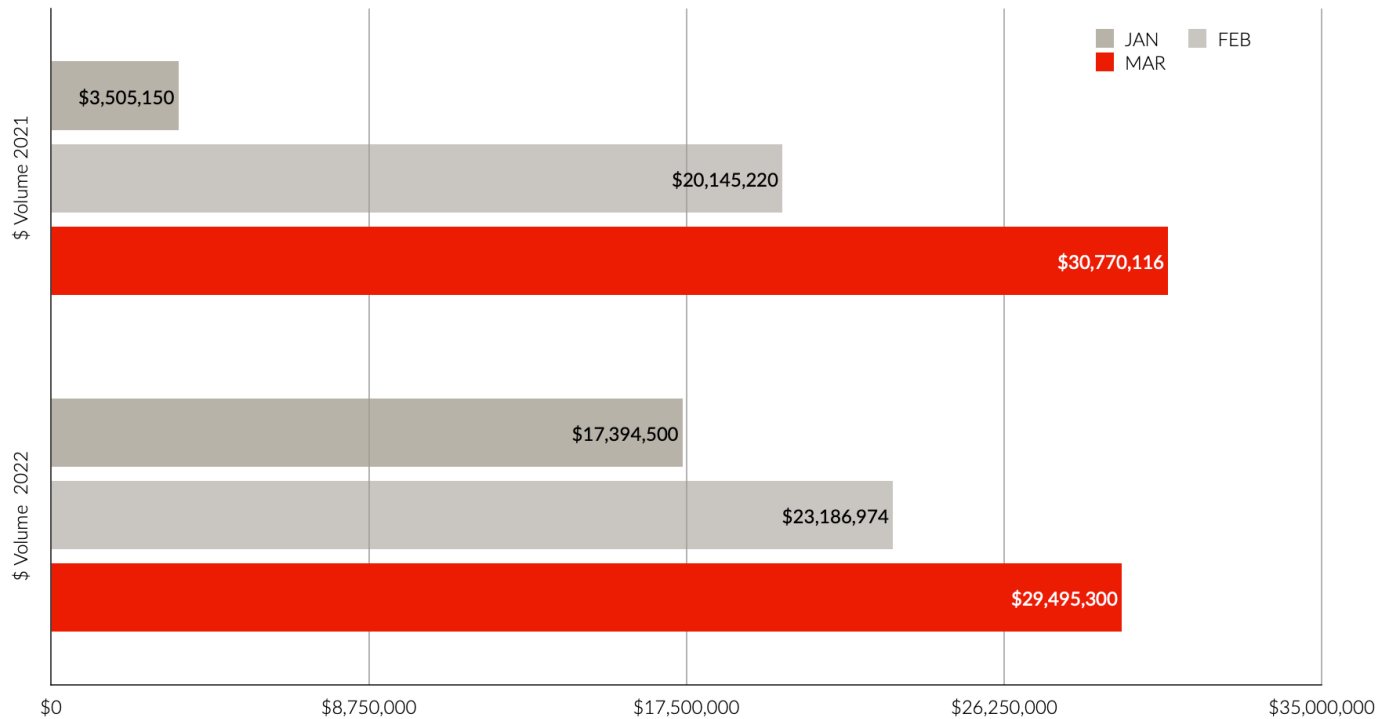
Month-Over-Month 2021 vs. 2022

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

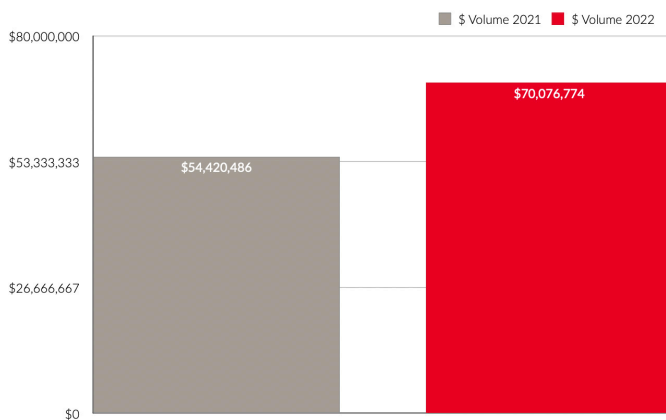
SALE PRICE VS. LIST PRICE RATIO



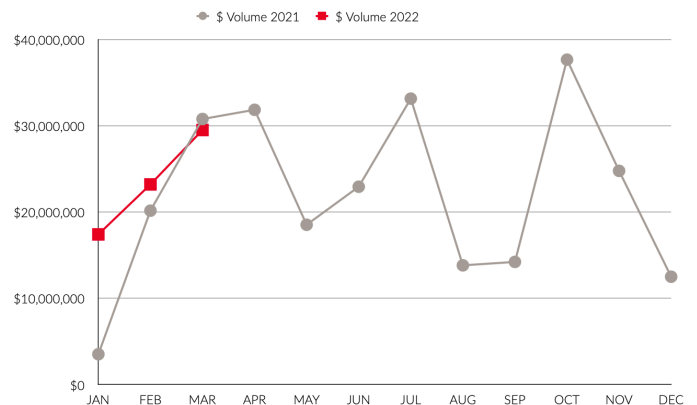
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

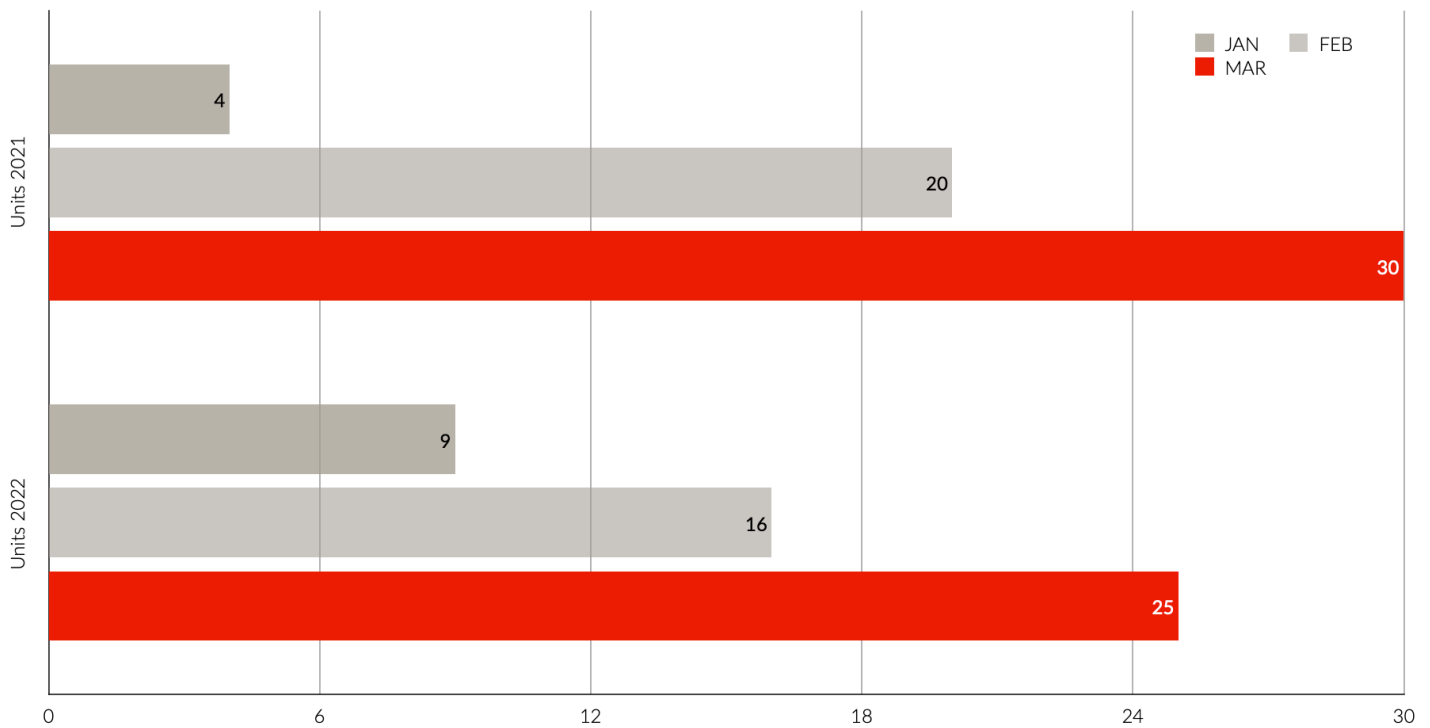


Yearly Totals 2021 vs. 2022

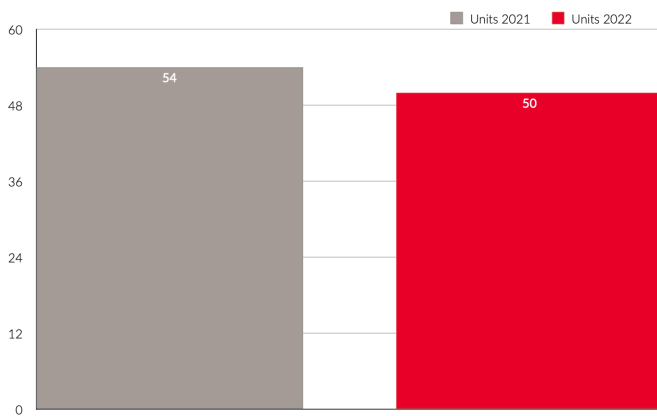


Month vs. Month 2021 vs. 2022

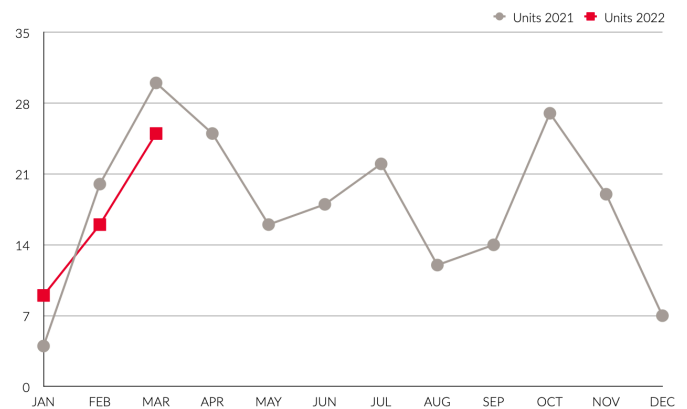
UNIT SALES



Monthly Comparison 2021 vs. 2022

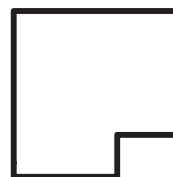

















Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE

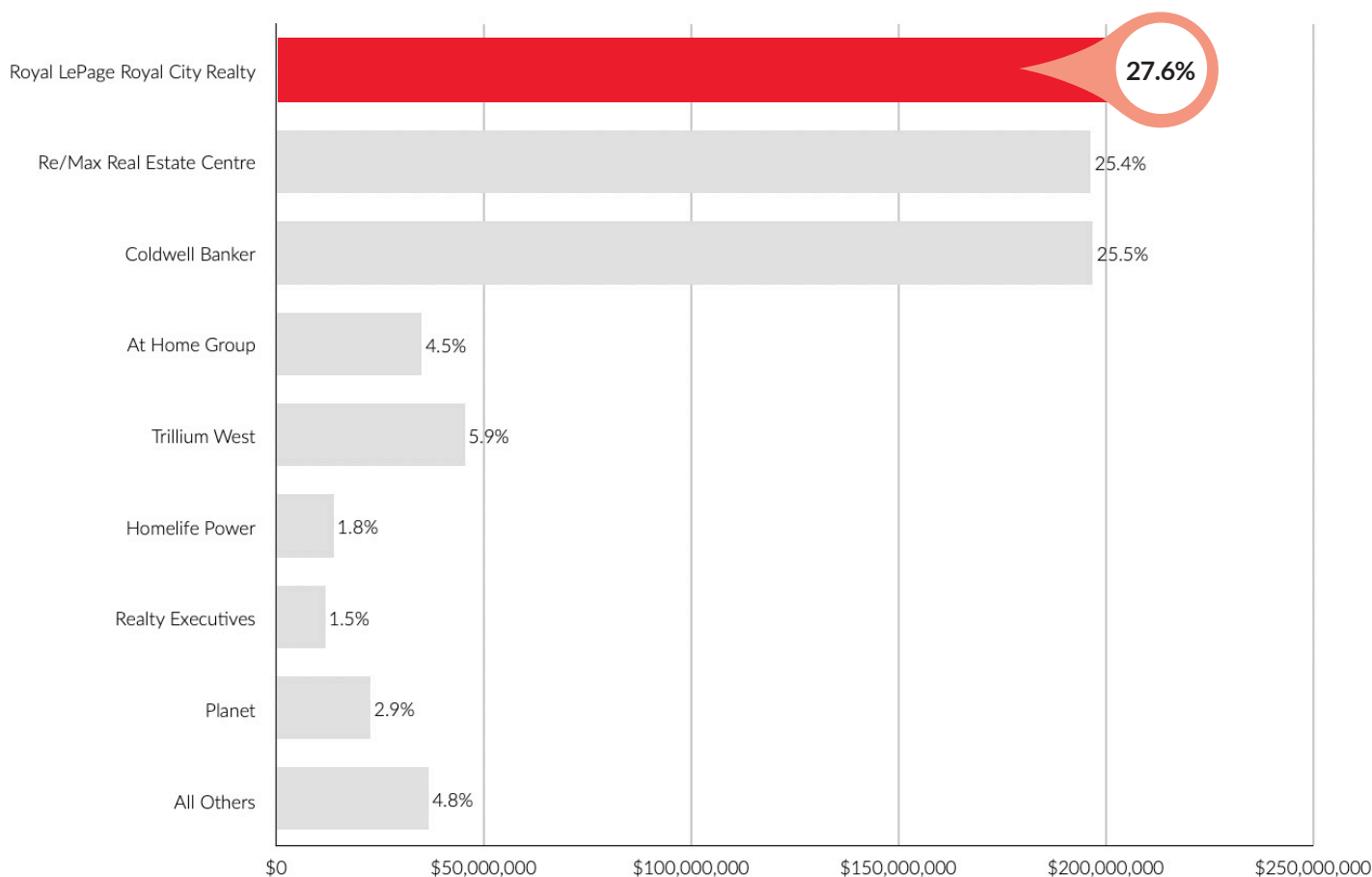


	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$59,461,624 +28.04%	 \$583,000 -90.39%	 \$1,132,500 Up from \$0
YTD Unit Sales	 41 -4.65%	 1 -90%	 2 Up from 0
YTD Average Sale Price	 \$1,450,284 +34.29%	 \$589,000 -3.85%	 \$1,132,500 Up from \$0
March Sales Volume	 \$27,746,700 +4.44%	 \$0 Down from \$2,347,000	 \$515,000 Up from \$0
March Unit Sales	 21 -16%	 0 Down from 4	 1 Up from 0

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



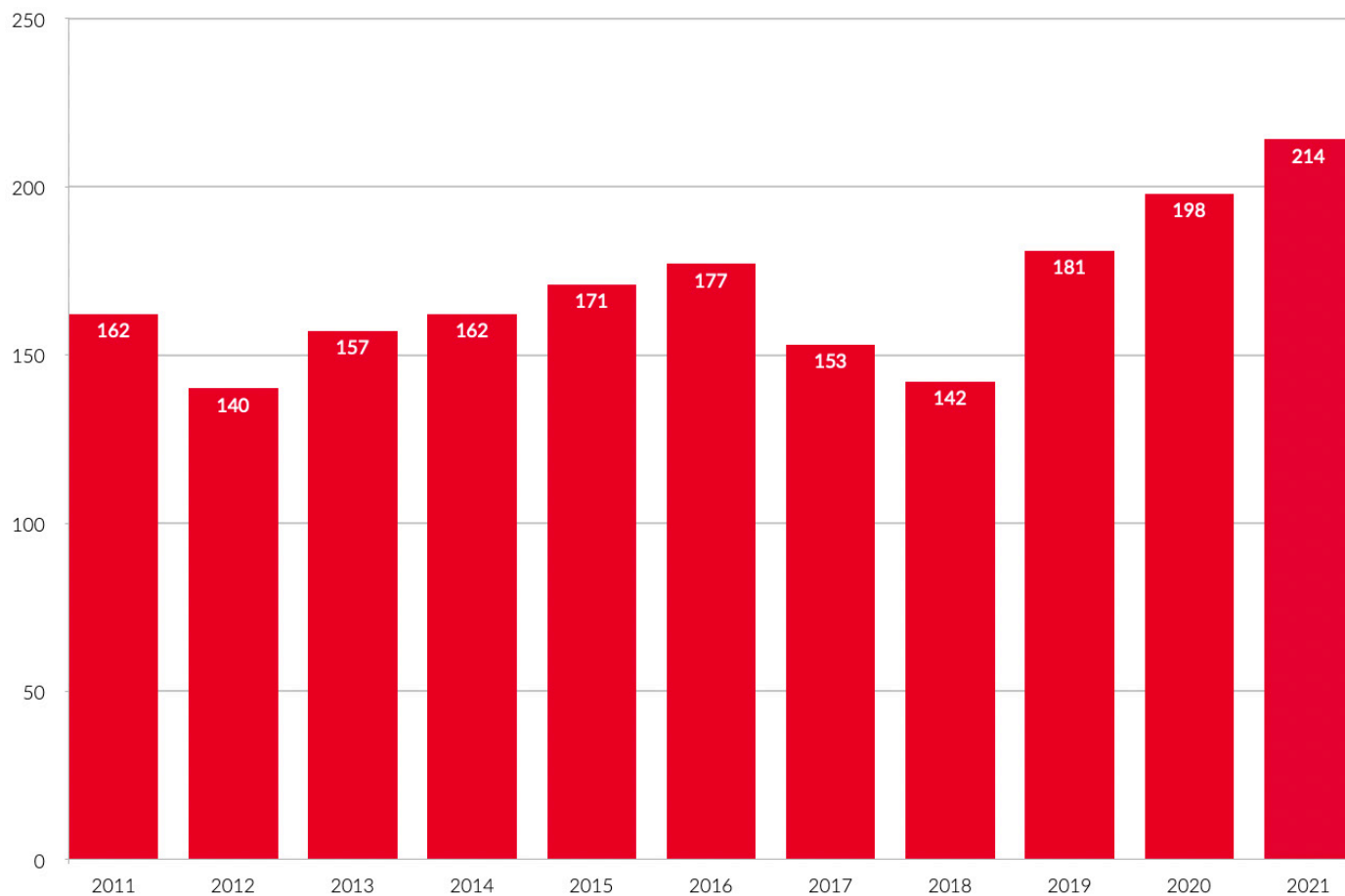
MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
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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