2022
JULY

CITY OF GUELPH
Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

OVERVIEW

BALANCED MARKET

The City of Guelph real estate market remains balanced. This is caused by a significant increase in new listings this month and a drop in unit sales compared to this time last year. However, there is still consistent growth in median and average sale prices despite this, which shows sign of a strong foundation for this market.

July year-over-year sales volume of $102,831,355

Down 60.43% from 2021's $170,178,232 with unit sales of 154 down 27.36% from last July's 212. New listings of 327 are up 38.56% from a year ago, with the sales/listing ratio of 47.09% down 42.74%.

Year-to-date sales volume of $1,307,835,695

Down 8.39% from 2021's $1,427,586,797 with unit sales of 1,520 down 18.32% from 2021's 1,861. New listings of 2,694 are up 16.52% from a year ago, with the sales/listing ratio of 56.42% down 24.07%.

Year-to-date average sale price of $871,529

Up from $761,787 one year ago with median sale price of $918,000 up from $701,000 one year ago. Average days-on-market of 14.57 is up 3.14 days from last year.

JULY NUMBERS

Median Sale Price
$722,550
+5.4%

Sales Volume
$102,831,355
-60.43%

Unit Sales
154
-27.36%

New Listings
327
+38.56%

Expired Listings
34
+88.89%

Unit Sales/Listings Ratio
47.09%
-42.74%

Year-over-year comparison (July 2022 vs. July 2021)

Total sales include both residential and commercial sales.

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

THE MARKET IN **DETAIL**

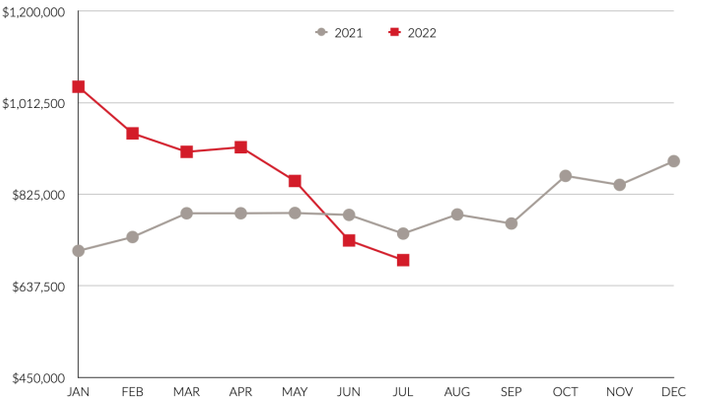
	2020	2021	2022	2021-2022
YTD Volume Sales	$814,150,764	$1,427,586,797	$1,307,835,695	-8.39%
YTD Unit Sales	1,369	1,861	1,520	-18.32%
YTD New Listings	1,790	2,312	2,694	+16.52%
YTD Sales/Listings Ratio	76.48%	80.49%	56.42%	-24.07%
YTD Expired Listings	105	72	143	+98.61%
July Volume Sales	$177,302,274	$170,178,323	$102,831,355	-39.57%
July Unit Sales	291	212	154	-27.36%
July New Listings	277	236	327	+38.56%
July Sales/Listings Ratio	105.05%	89.83%	47.09%	-42.74%
July Expired Listings	10	18	34	+88.89%
YTD Sales: $0-$199K	4	3	137	Up from 3
YTD Sales: $200K-$349K	66	15	8	-46.67%
YTD Sales: $350K-$549K	545	399	84	-75.22%
YTD Sales: $550K-$749K	549	737	308	-58.21%
YTD Sales: $750K-$999K	164	547	544	-0.55%
YTD Sales: $1M+	41	220	439	+99.5%
YTD Average Days-On-Market	20.29	11.43	14.57	+27.5%
YTD Average Sale Price	$592,654	$761,787	$871,529	+14.41%
YTD Median Sale Price	$571,000	$701,000	$918,000	+30.96%

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

Total sales include both residential and commercial sales.

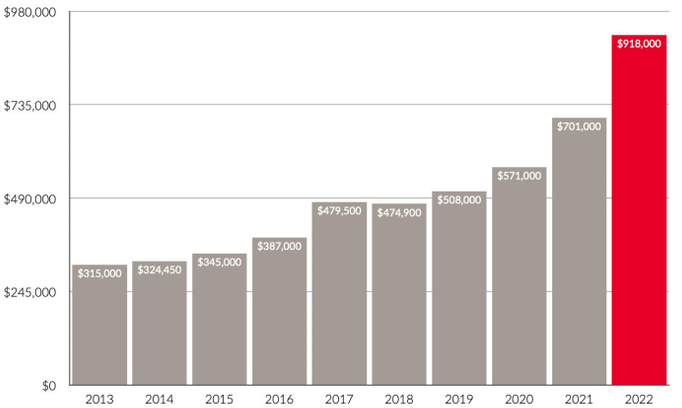
AVERAGE SALE PRICE

Year-Over-Year

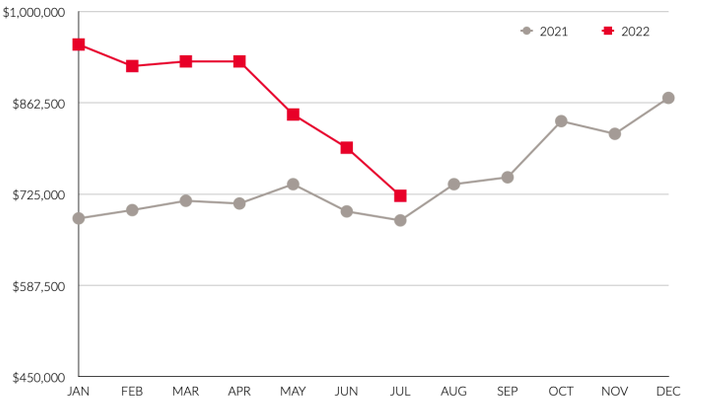


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



Year-Over-Year

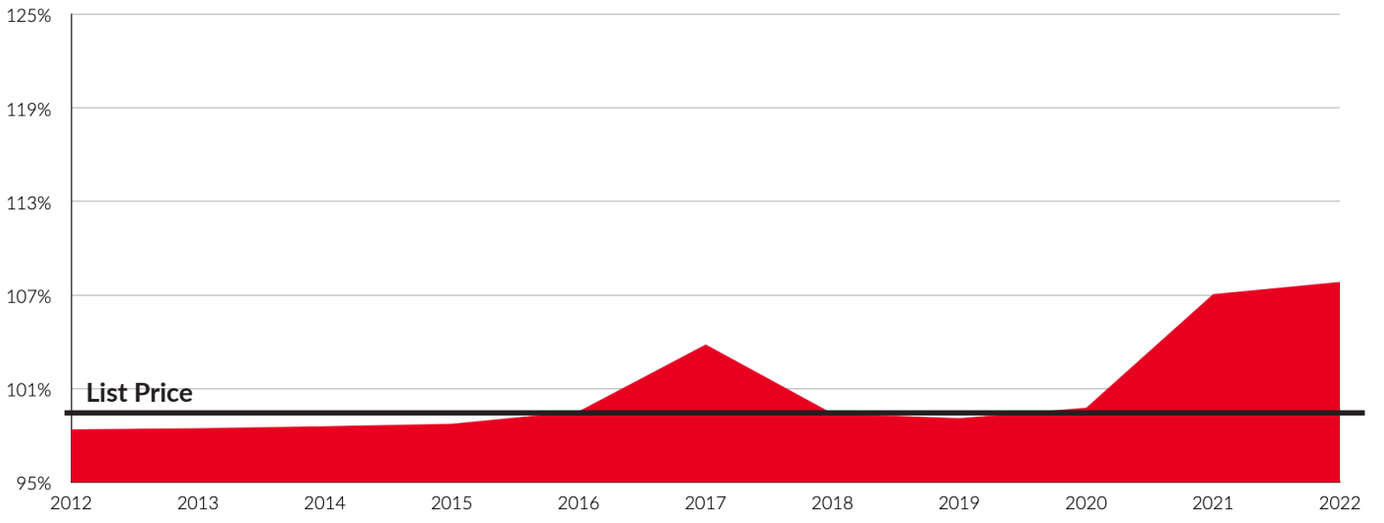


Month-Over-Month 2021 vs. 2022

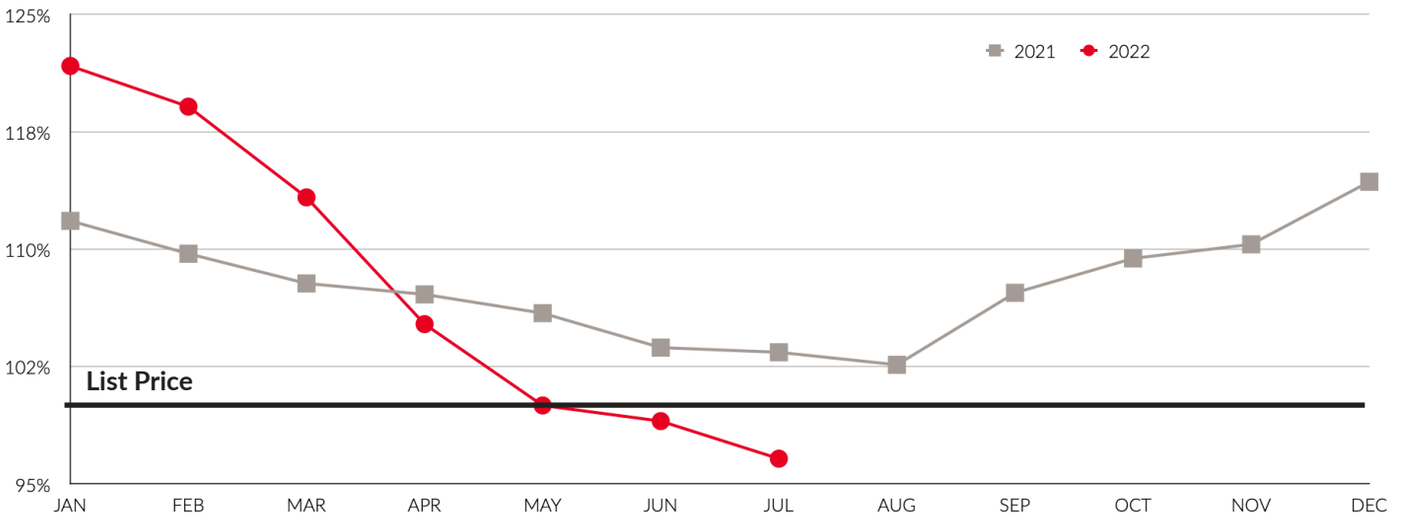
** Median sale price is based on residential sales (including freehold and condominiums).*

Total sales include both residential and commercial sales.

SALE PRICE VS. LIST PRICE RATIO



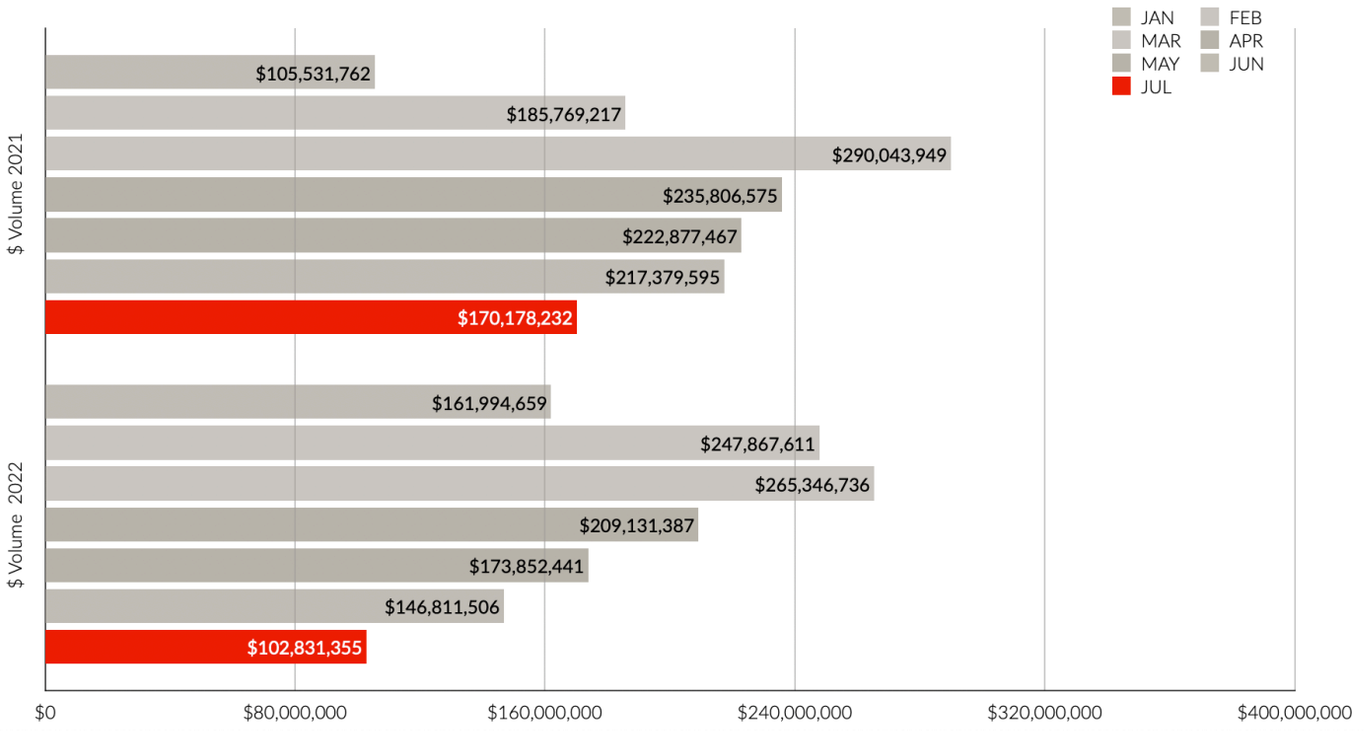
Year-Over-Year



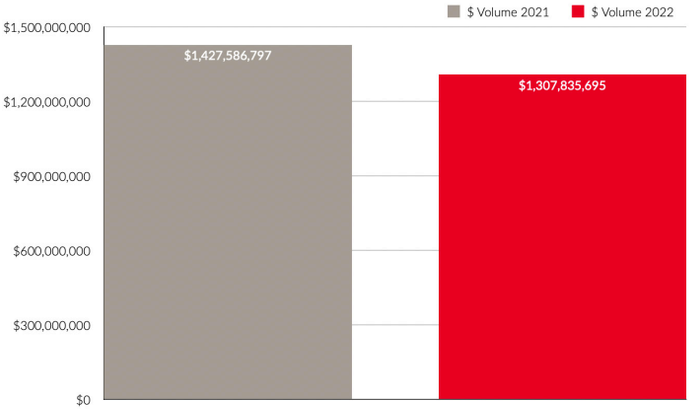
Month-Over-Month 2021 vs. 2022

Total sales include both residential and commercial sales.

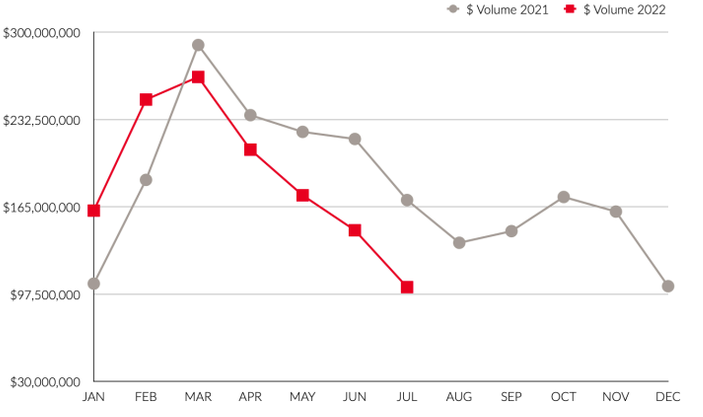
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022



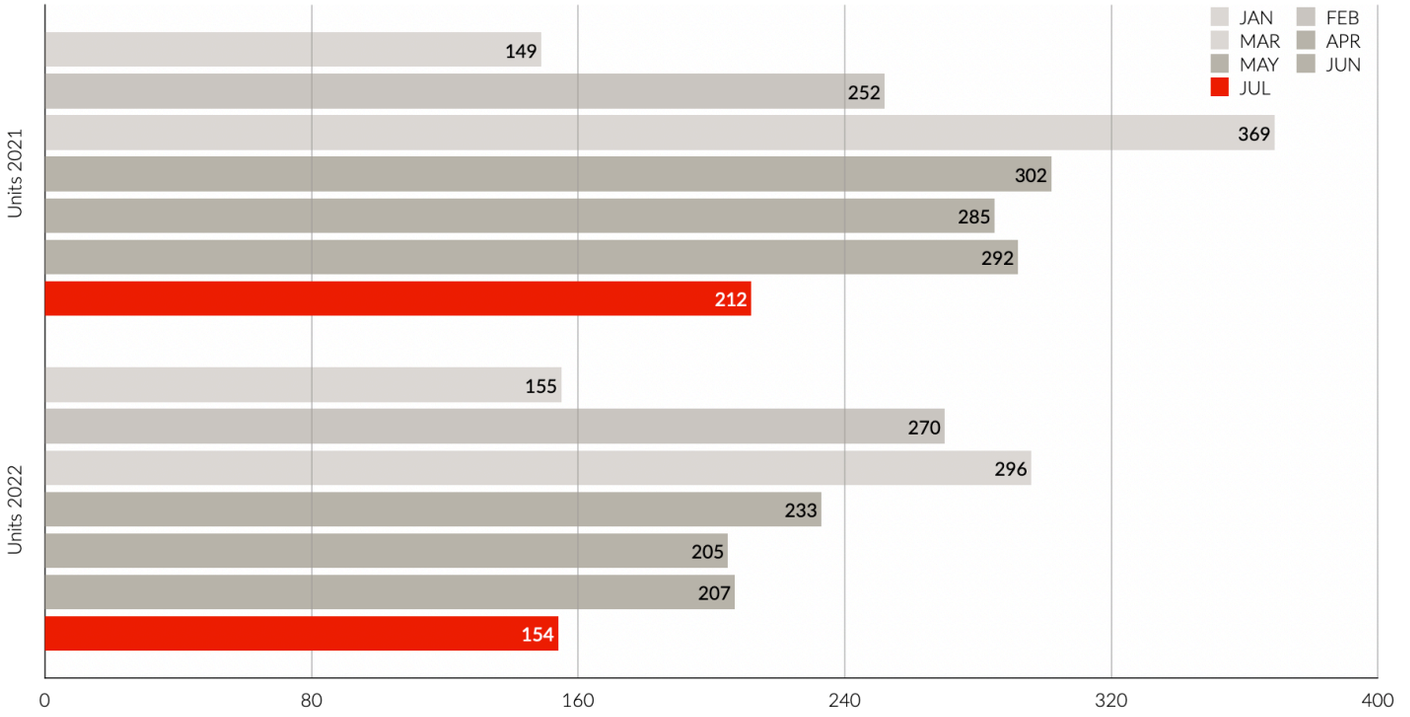
Yearly Totals 2021 vs. 2022



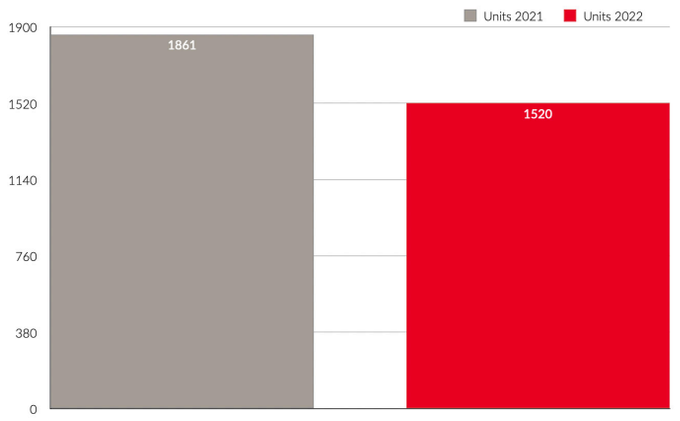
Month vs. Month 2021 vs. 2022

Total sales include both residential and commercial sales.

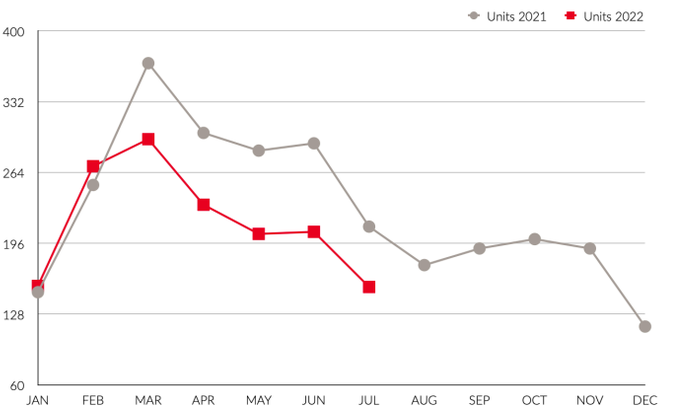
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

Total sales include both residential and commercial sales.

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE

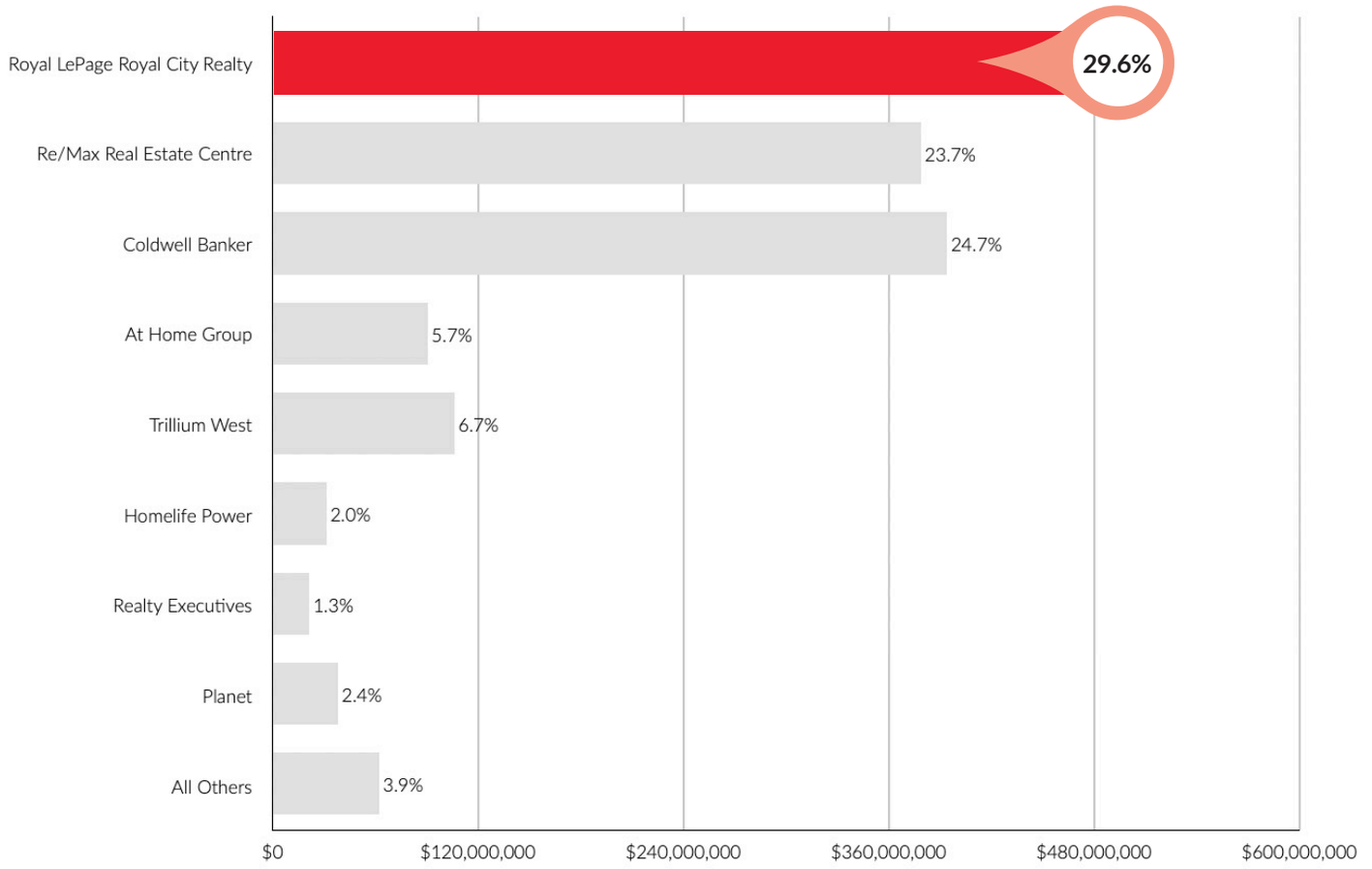
SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ $923,624,153 -3.6%	↓ $303,314,175 -15.96%	↓ $420,000 -94.9%
YTD Unit Sales	↓ 888 -22.11%	↓ 438 -32.09%	↓ 1 -90%
YTD Average Sale Price	↑ $1,040,117 +23.76%	↑ $692,489 +23.76%	↓ $420,000 -48.58%
July Sales Volume	↓ $67,122,500 -37.05%	↓ $28,717,400 -30.42%	↓ $0 Down From $550,000
July Unit Sales	↓ 78 -39.06%	↓ 48 -36%	↓ 0 Down From 1

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

Total sales include both residential and commercial sales.

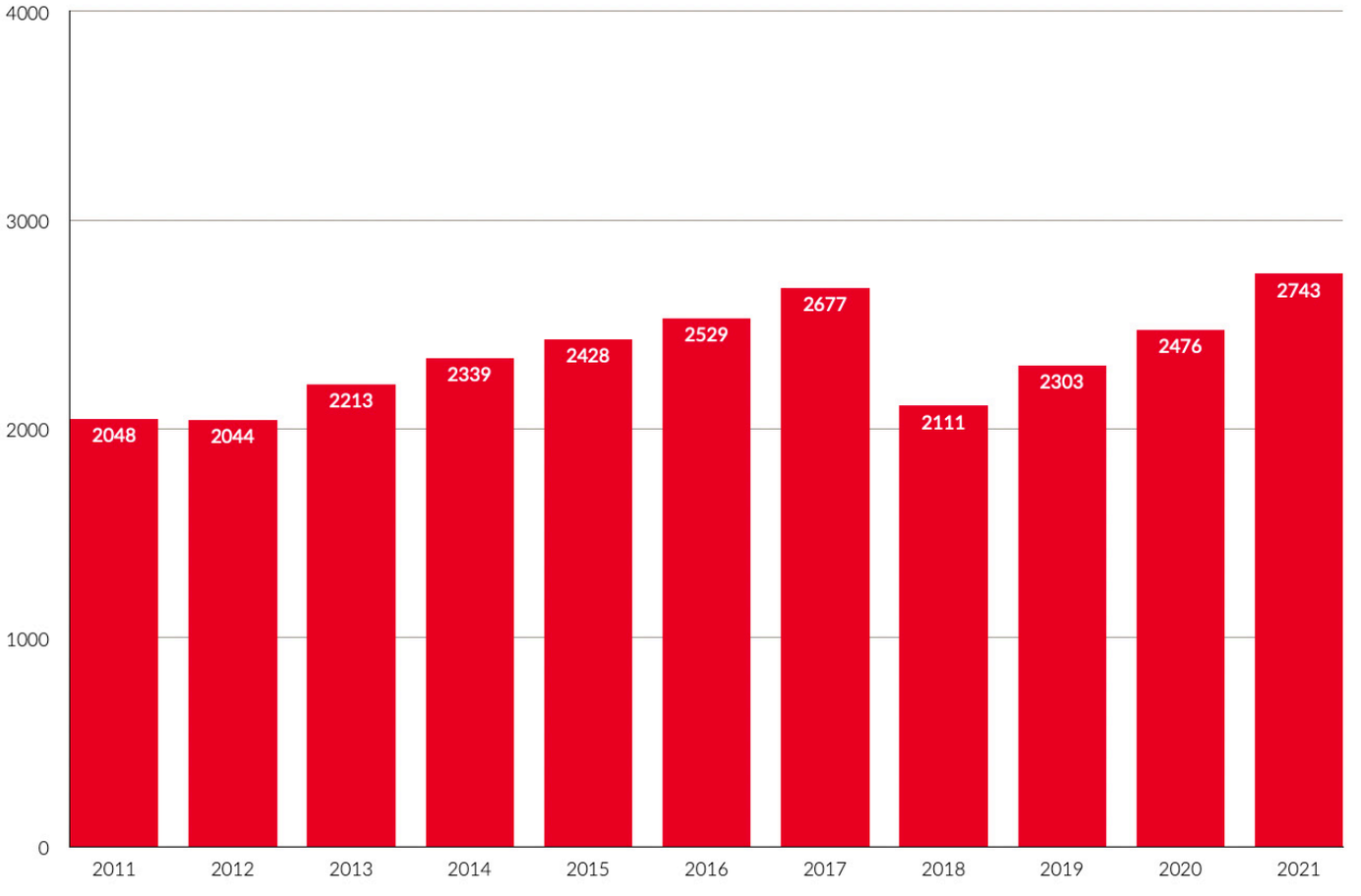
MARKET DOMINANCE



Market Share by Dollar Volume
Listing Selling Ends Combined for Guelph Based Companies
July 2022

Total sales include both residential and commercial sales.

10 YEAR MARKET ANALYSIS



Units Sold

Total sales include both residential and commercial sales.

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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Total sales include both residential and commercial sales.