



2022  
**JULY**

**GUELPH/ERAMOSA**  
Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa remains in balanced territory as sales decrease compared to this time last year. Average and median sales prices remain significantly higher than this time last year, making this a good market for both buyers and sellers.



### July year-over-year sales volume of \$5,900,000

Down 82.19% from 2021's \$33,132,000 with unit sales of 5 down 77.27% from last July's 22. New listings of 22 are down from the 23 in 2021, with the sales/listing ratio of 22.73% down from 95.65% in 2021.



### Year-to-date sales volume of \$149,053,574

Down 7.32% from 2021's \$160,823,946 with unit sales of 97 down 28.15% from last July's 135. New listings of 194 are up 0.52% from a year ago, with the sales/listing ratio of 50% down 19.95%.



### Year-to-date average sale price of \$1,613,686

Up from \$1,159,879 one year ago with median sale price of \$1,210,000 up from \$1,026,000 one year ago. Average days-on-market of 32 is up 18.71 days from last year.

## JULY NUMBERS

Median Sale Price

**\$1,200,000**

+24.68%

Sales Volume

**\$5,900,000**

-82.19%

Unit Sales

**5**

-77.27%

New Listings

**22**

-4.35%

Expired Listings

**1**

Up from 0

Unit Sales/Listings Ratio

**22.73%**

-72.92%

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



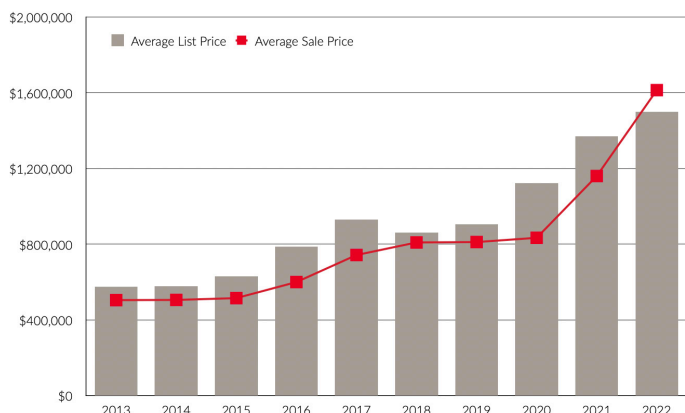
# THE MARKET IN DETAIL

	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$77,978,236	\$160,823,946	\$149,053,574	-7.32%
<b>YTD Unit Sales</b>	89	135	97	-28.15%
<b>YTD New Listings</b>	128	193	194	+0.52%
<b>YTD Sales/Listings Ratio</b>	69.53%	69.95%	50%	-19.95%
<b>YTD Expired Listings</b>	21	4	12	+200%
<b>July Volume Sales</b>	\$14,117,000	\$33,132,000	\$5,900,000	-82.19%
<b>July Unit Sales</b>	17	22	5	-77.27%
<b>July New Listings</b>	13	23	22	-4.35%
<b>July Sales/Listings Ratio</b>	130.77%	95.65%	22.73%	-72.92%
<b>July Expired Listings</b>	3	0	1	Up from 0
<b>YTD Sales: \$0-\$199K</b>	0	0	3	Up from 0
<b>YTD Sales: \$200K-\$349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	10	4	1	-75%
<b>YTD Sales: \$550K-\$749K</b>	27	16	4	-75%
<b>YTD Sales: \$750K-\$999K</b>	35	36	20	-44.44%
<b>YTD Sales: \$1M+</b>	17	79	69	-12.66%
<b>YTD Average Days-On-Market</b>	53.57	13.29	32	+140.86%
<b>YTD Average Sale Price</b>	\$833,581	\$1,159,879	\$1,613,686	+39.13%
<b>YTD Median Sale Price</b>	\$742,500	\$1,026,000	\$1,210,000	+17.93%

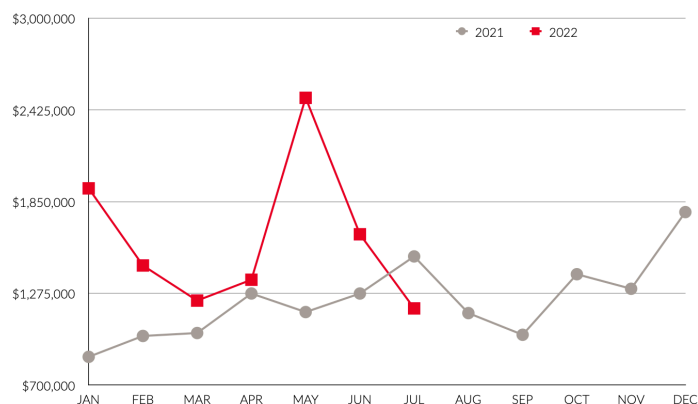
Guelph/Eramosa MLS Sales and Listing Summary  
2020 vs. 2021 vs. 2022



# AVERAGE SALE PRICE

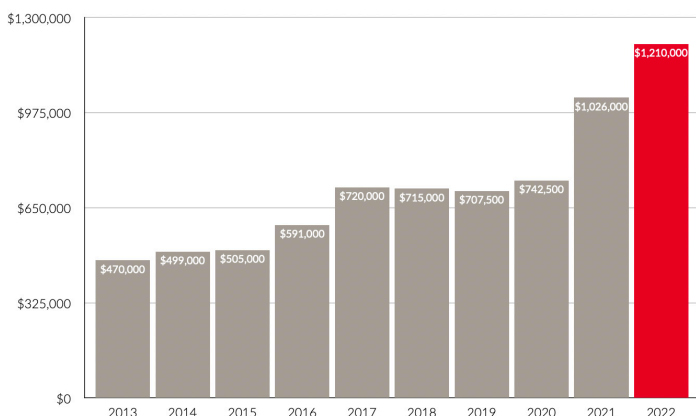


Year-Over-Year

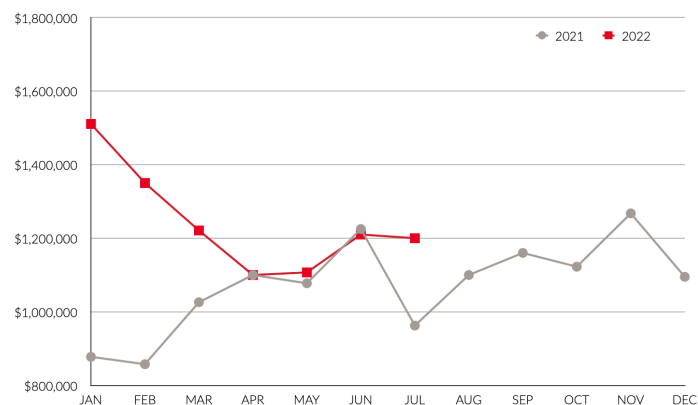


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



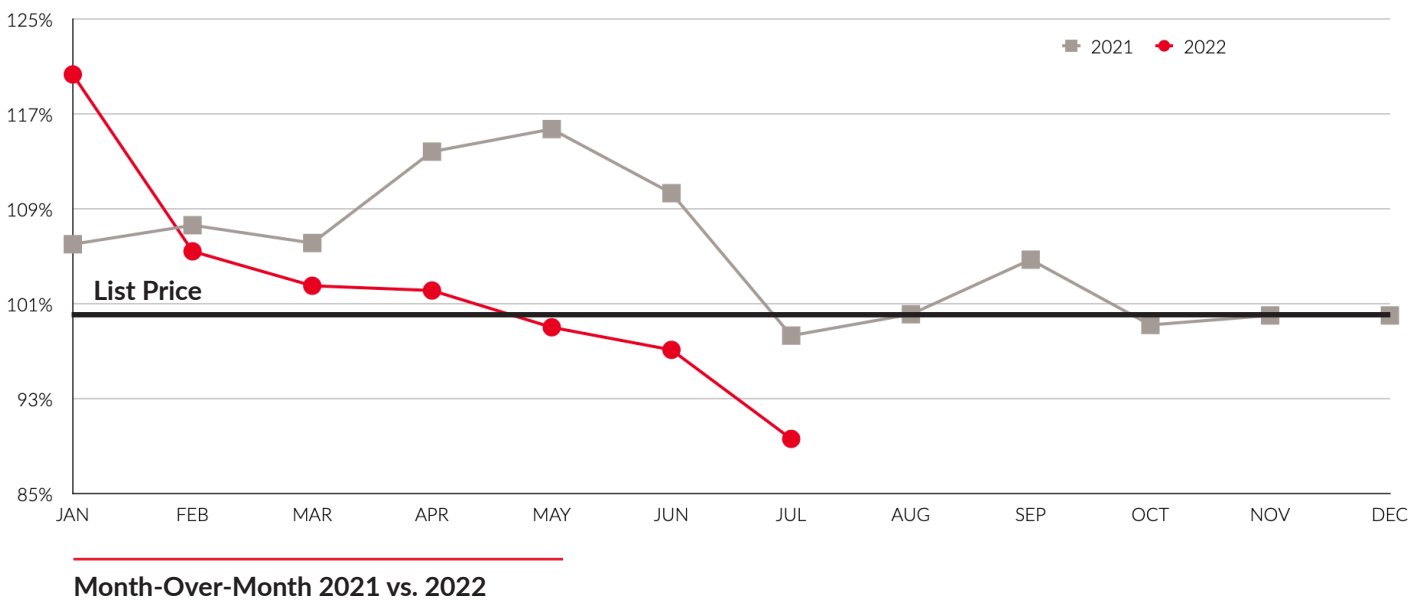
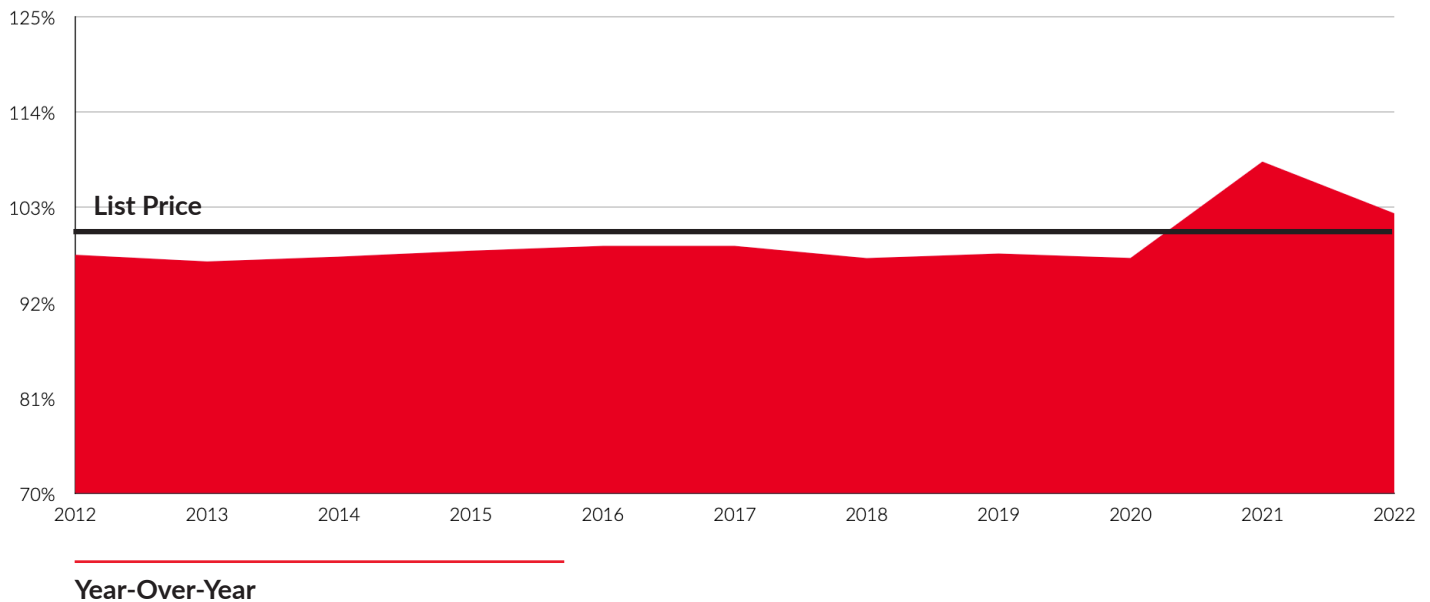
Year-Over-Year



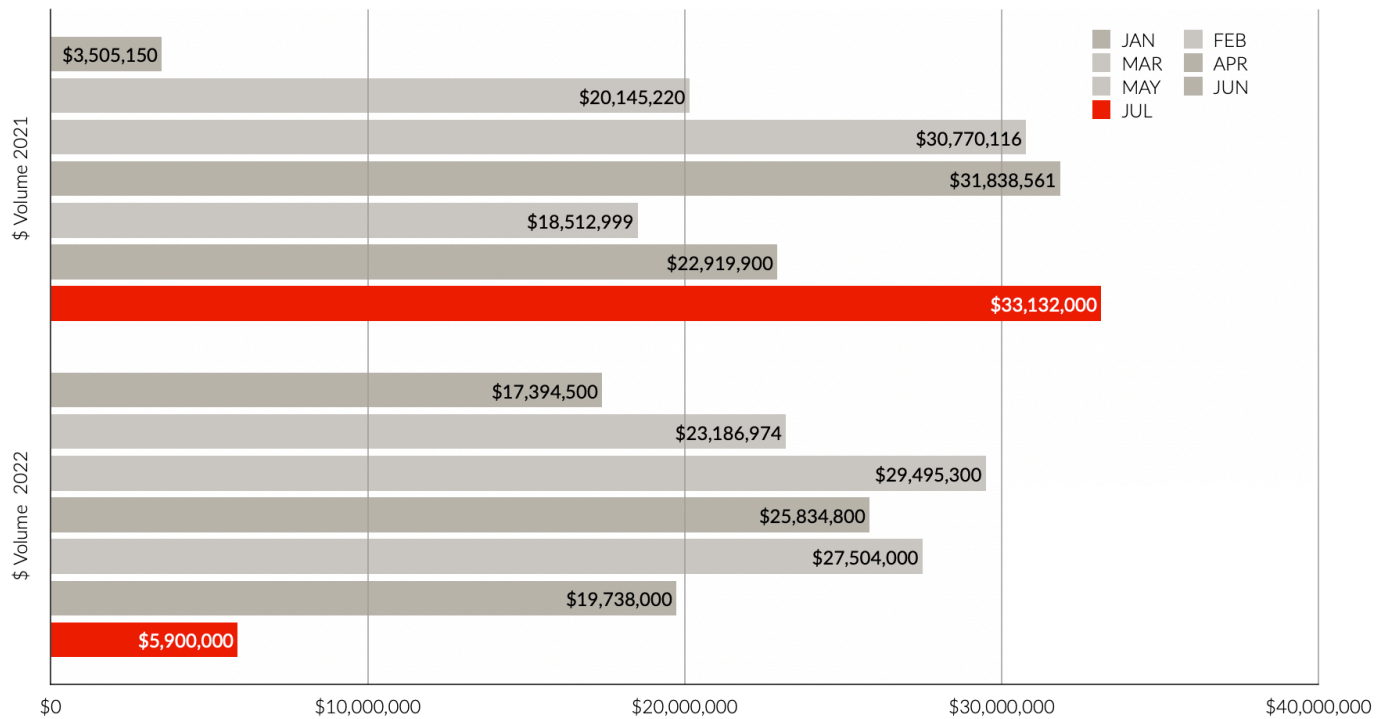
Month-Over-Month 2021 vs. 2022

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

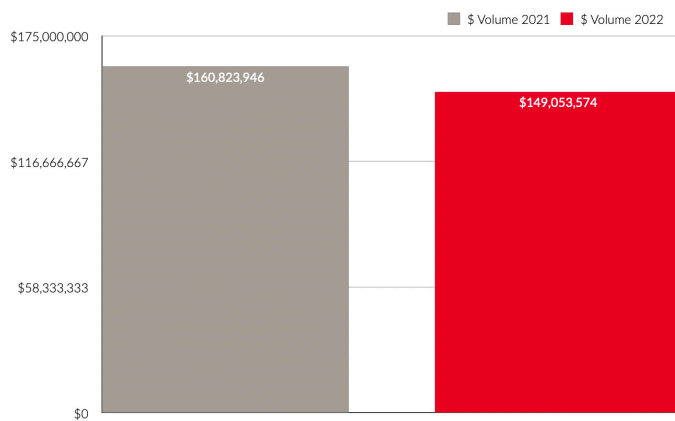
# SALE PRICE VS. LIST PRICE RATIO



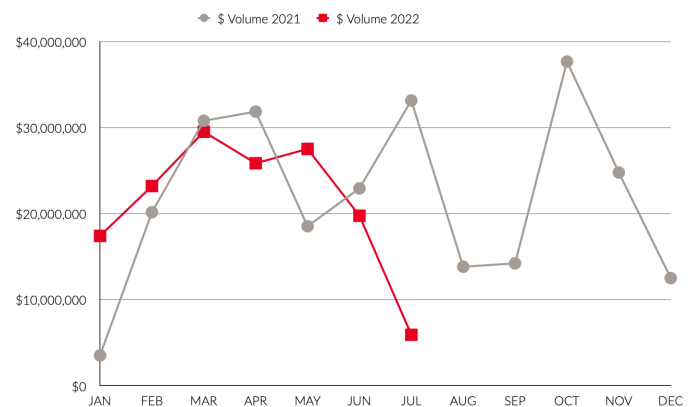
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

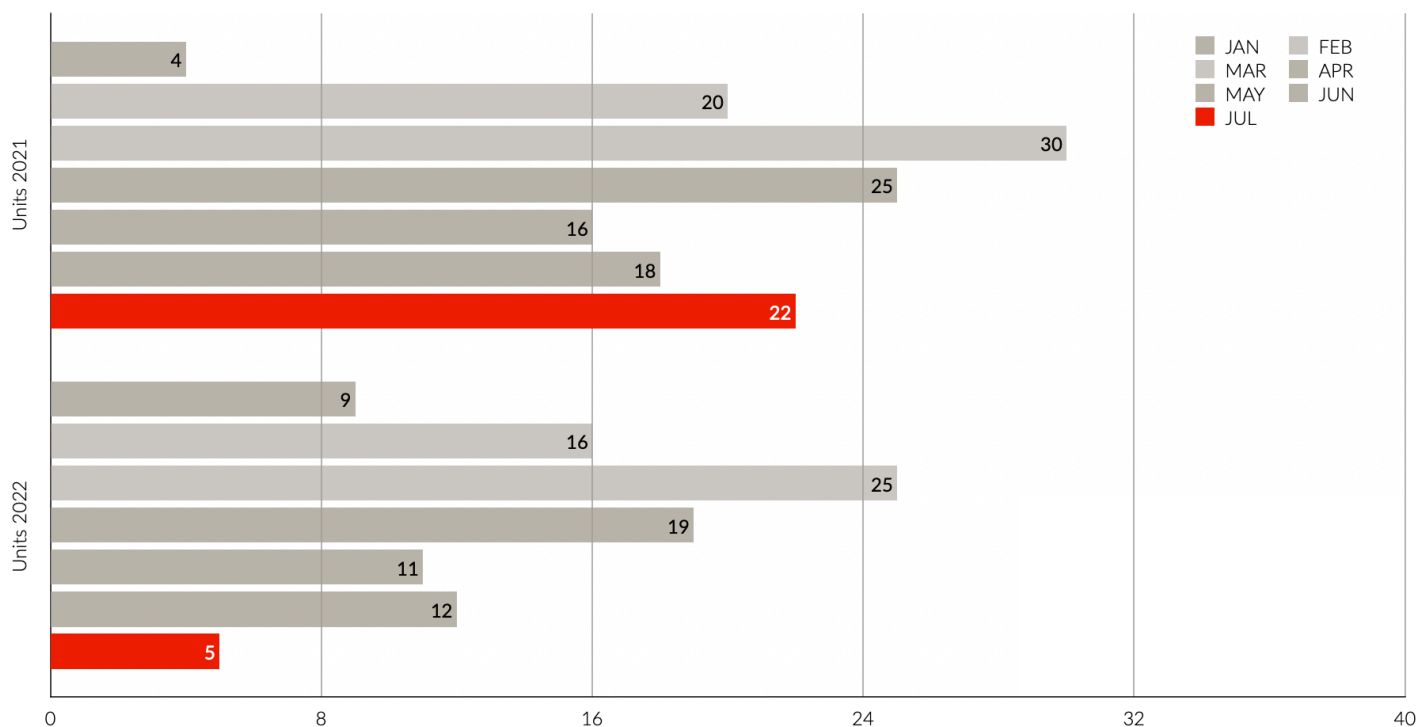


Yearly Totals 2021 vs. 2022

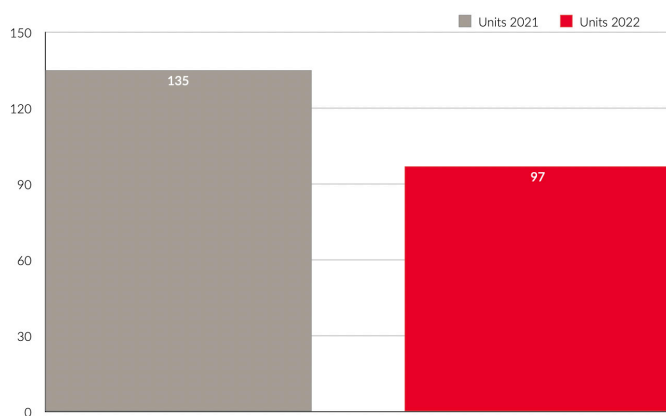


Month vs. Month 2021 vs. 2022

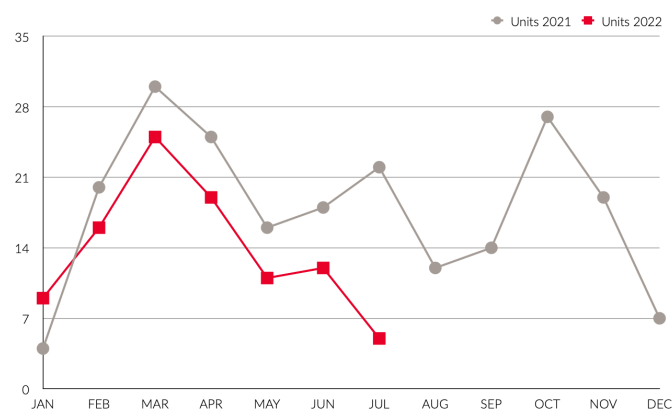
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

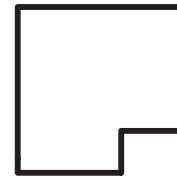
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

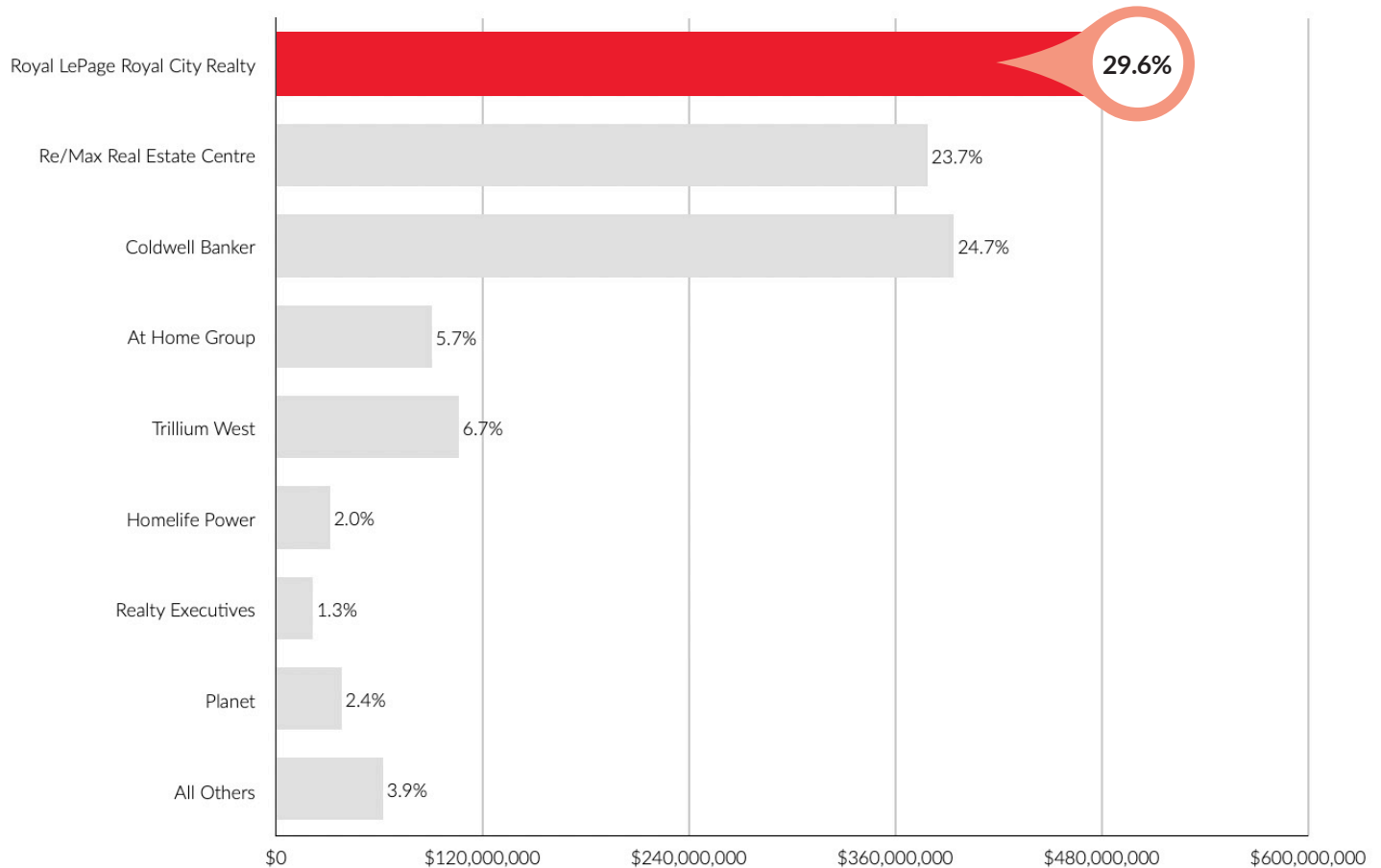
YTD Sales Volume	 <b>\$112,692,624</b> -15.65%	 <b>\$2,187,800</b> -76.02%	 <b>\$20,307,000</b> Up from \$0
YTD Unit Sales	 <b>80</b> -15.65%	 <b>3</b> -78.57%	 <b>4</b> Up from 0
YTD Average Sale Price	 <b>\$1,408,658</b> +21.26%	 <b>\$729,267</b> +11.92%	 <b>\$5,076,750</b> Up from \$0
July Sales Volume	 <b>\$5,900,000</b> -65.76%	 <b>\$0</b> Down from \$1,854,000	 <b>\$0</b> No Change
July Unit Sales	 <b>5</b> -68.75%	 <b>0</b> Down from 2	 <b>0</b> No Change

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





# MARKET DOMINANCE

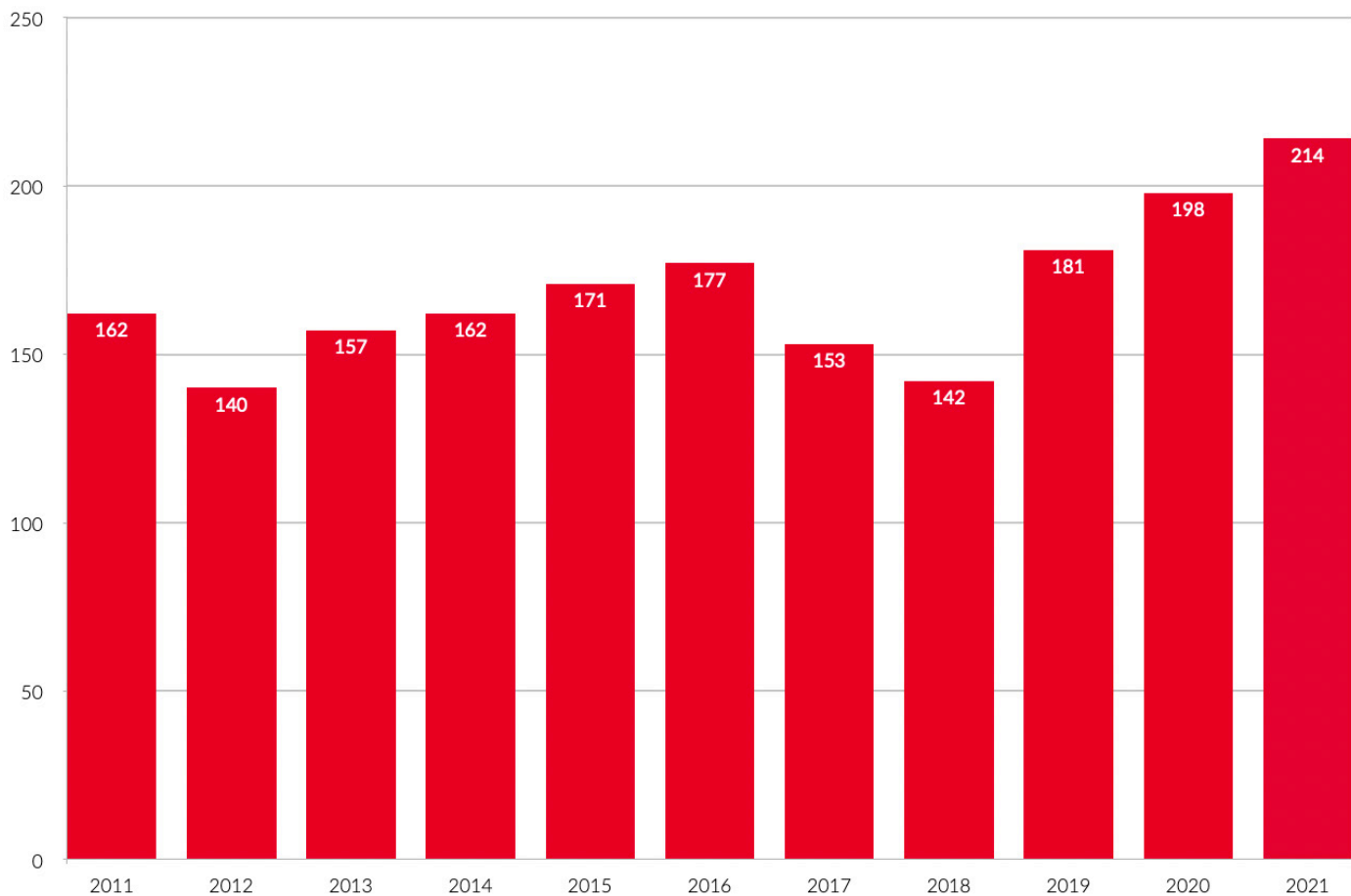


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
July 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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