



# 2022 AUGUST

**CITY OF GUELPH**

Real Estate Market Report



**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 market for both buyers and sellers.



August year-over-year sales volume of **\$86,328,826**

Down 37.05% from 2021's \$137,132,854 with unit sales of 143 down 18.29% from last August's 175. New listings of 257 are up 26.6% from a year ago, with the sales/listing ratio of 55.64% down 30.56%.



Year-to-date sales volume of **\$1,394,164,521**

Down 10.9% from 2021's \$1,564,719,651 with unit sales of 1,663 down 18.32% from 2021's 2,036. New listings of 2,951 are up 17.34% from a year ago, with the sales/listing ratio of 56.35% down 24.6%.



Year-to-date average sale price of **\$841,935**

Up from \$764,516 one year ago with median sale price of \$881,500 up from \$705,950 one year ago. Average days-on-market of 16.38 is up 4.5 days from last year.

## AUGUST NUMBERS

Median Sale Price

**\$730,000**

-1.35%

Sales Volume

**\$86,328,826**

-37.05%

Unit Sales

**143**

-18.29%

New Listings

**257**

+26.6%

Expired Listings

**45**

+350%

Unit Sales/Listings Ratio

**55.64%**

-30.56%

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



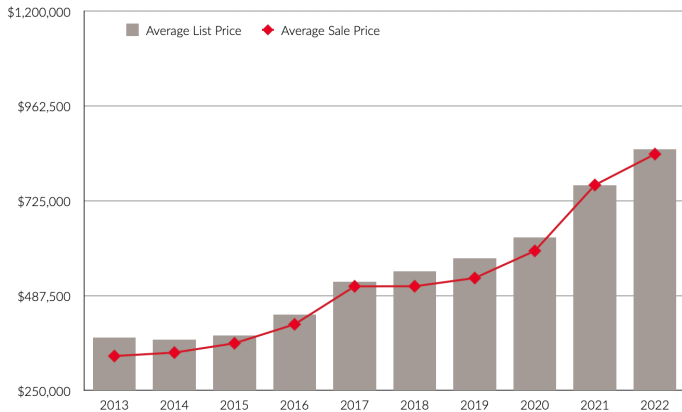
# THE MARKET IN DETAIL

	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$954,743,330	\$1,564,719,651	\$1,394,164,521	-10.9%
<b>YTD Unit Sales</b>	1,586	2,036	1,663	-18.32%
<b>YTD New Listings</b>	2,101	2,515	2,951	+17.34%
<b>YTD Sales/Listings Ratio</b>	75.49%	80.95%	56.35%	-24.6%
<b>YTD Expired Listings</b>	115	82	188	+129.27%
<b>August Volume Sales</b>	\$140,592,566	\$137,132,854	\$86,328,826	-37.05%
<b>August Unit Sales</b>	217	175	143	-18.29%
<b>August New Listings</b>	311	203	257	+26.6%
<b>August Sales/Listings Ratio</b>	69.77%	82.21%	55.64%	-30.56%
<b>August Expired Listings</b>	10	10	45	+350%
<b>YTD Sales: \$0-\$199K</b>	5	3	168	Up from 3
<b>YTD Sales: \$200K-\$349K</b>	76	15	8	-46.67%
<b>YTD Sales: \$350K-\$549K</b>	609	374	109	-70.86%
<b>YTD Sales: \$550K-\$749K</b>	638	789	344	-56.4%
<b>YTD Sales: \$750K-\$999K</b>	208	609	577	-5.25%
<b>YTD Sales: \$1M+</b>	50	246	457	+85.8%
<b>YTD Average Days-On-Market</b>	20.25	11.88	16.38	+37.89%
<b>YTD Average Sale Price</b>	\$599,559	\$764,516	\$841,935	+10.13%
<b>YTD Median Sale Price</b>	\$575,500	\$705,950	\$881,500	+24.87%

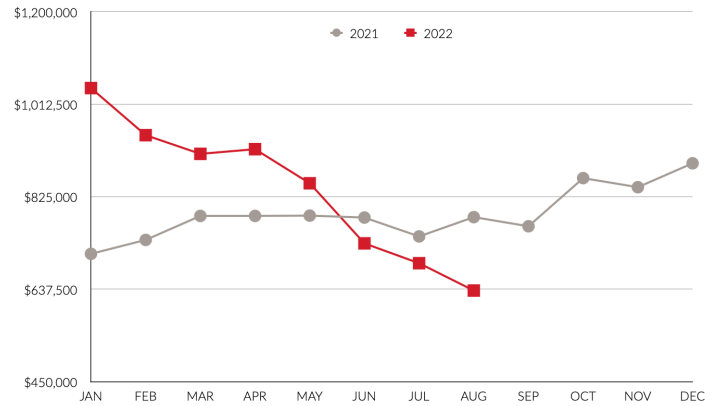
City of Guelph MLS Sales and Listing Summary  
2020 vs. 2021 vs. 2022



# AVERAGE SALE PRICE

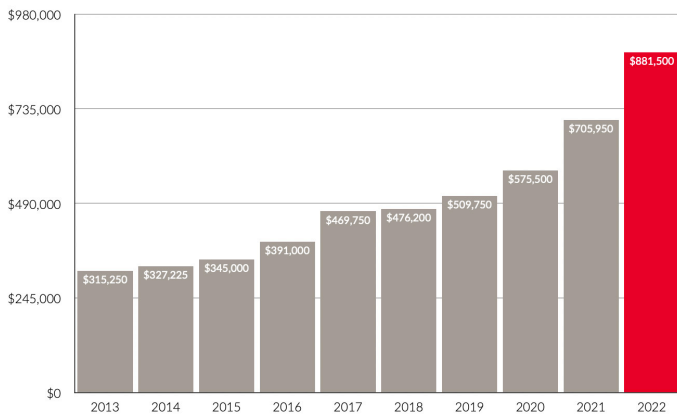


Year-Over-Year

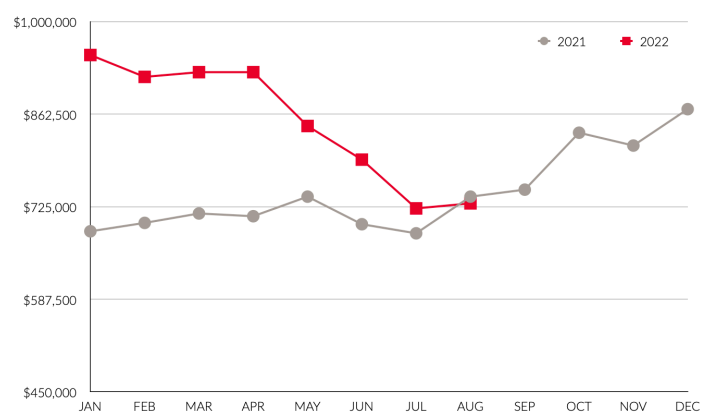


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



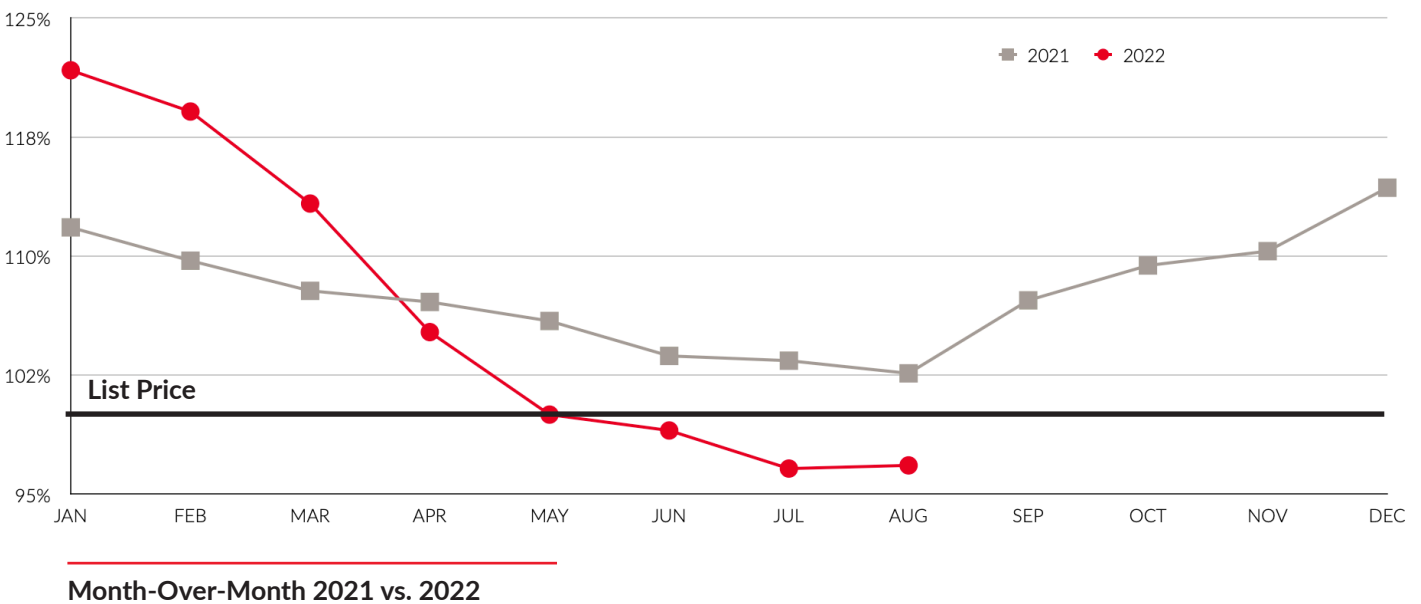
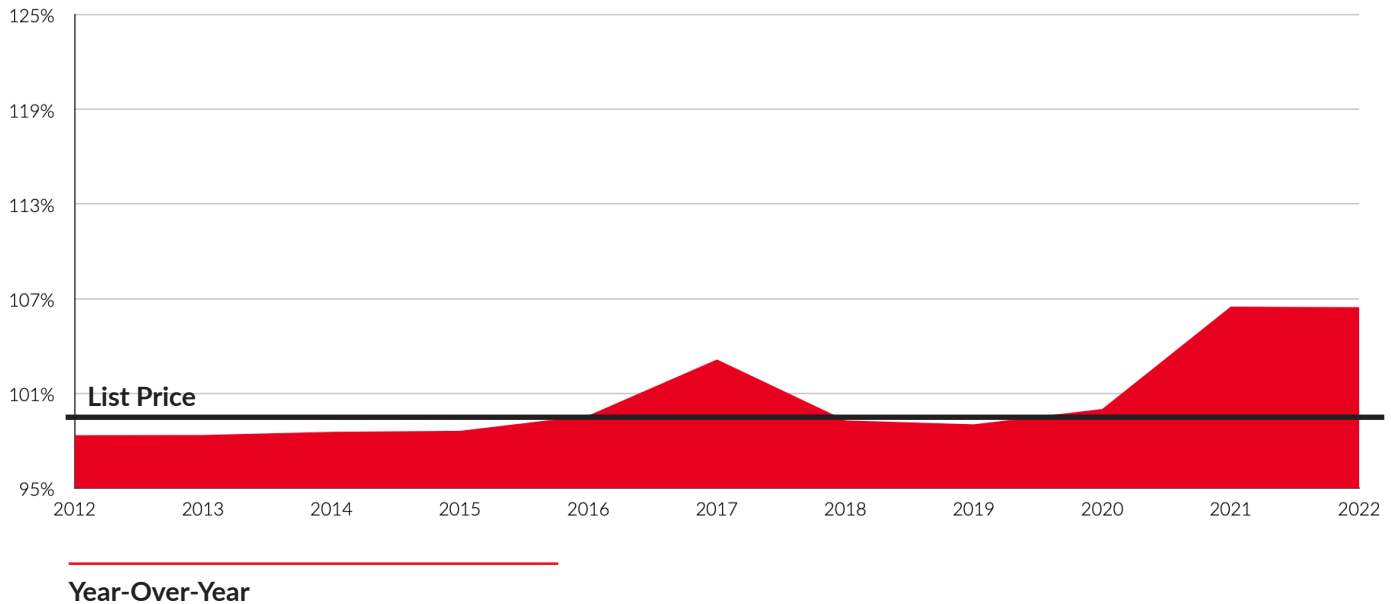
Year-Over-Year



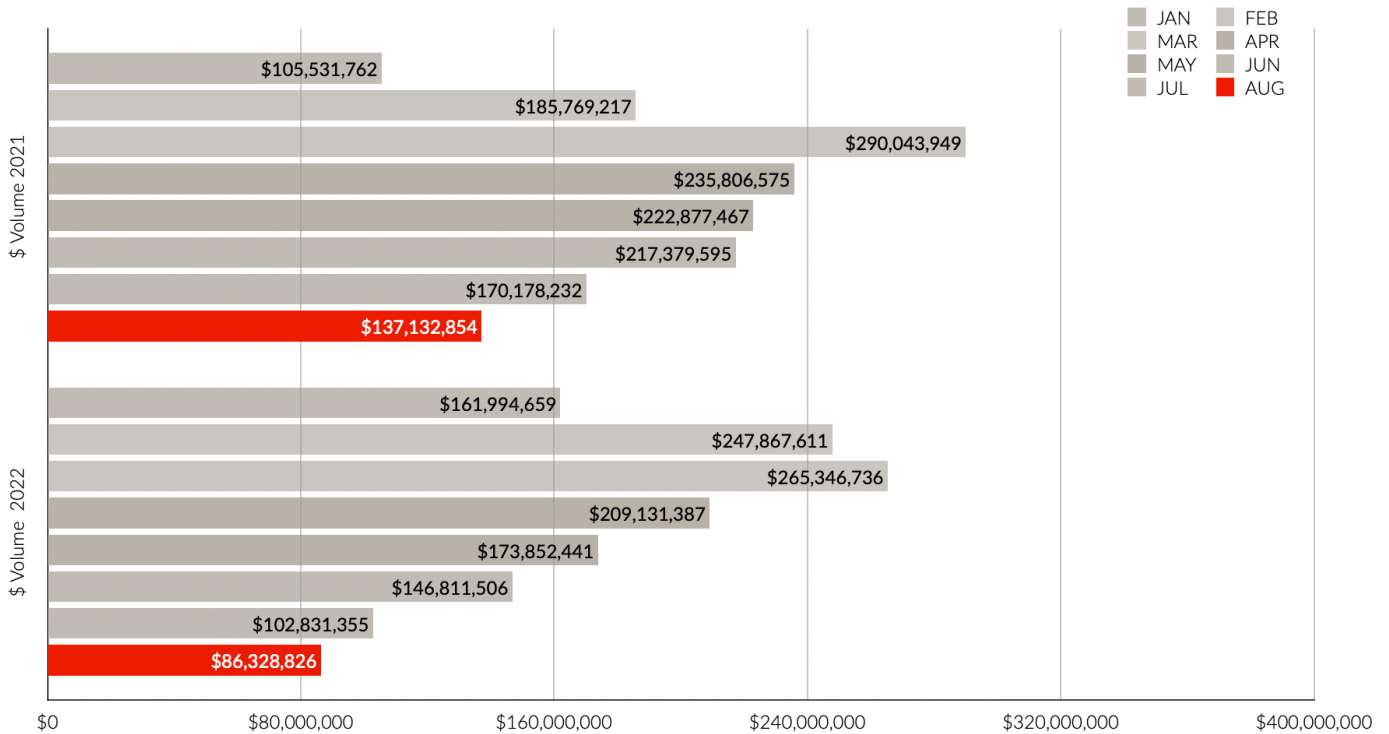
Month-Over-Month 2021 vs. 2022

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

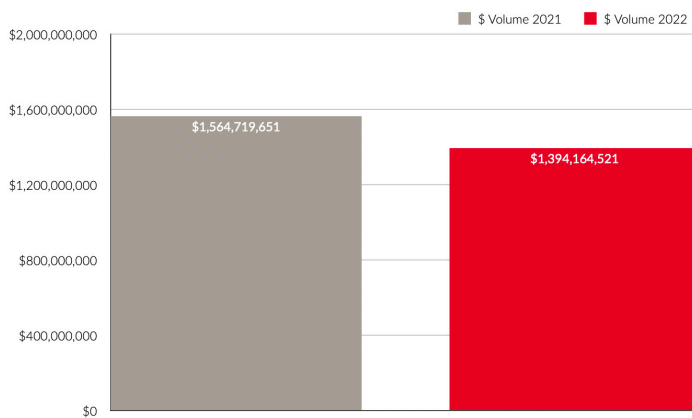
# SALE PRICE VS. LIST PRICE RATIO



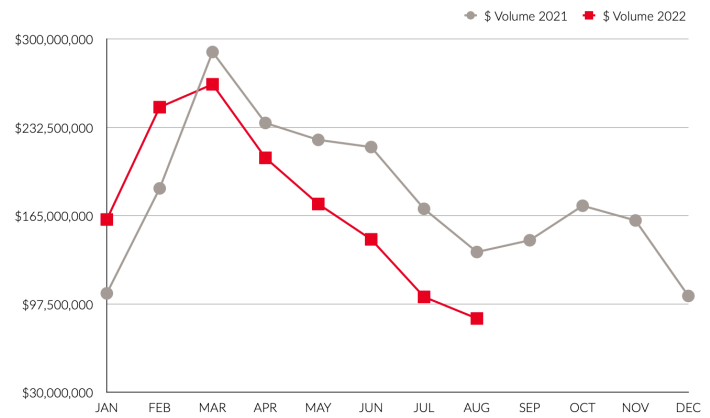
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

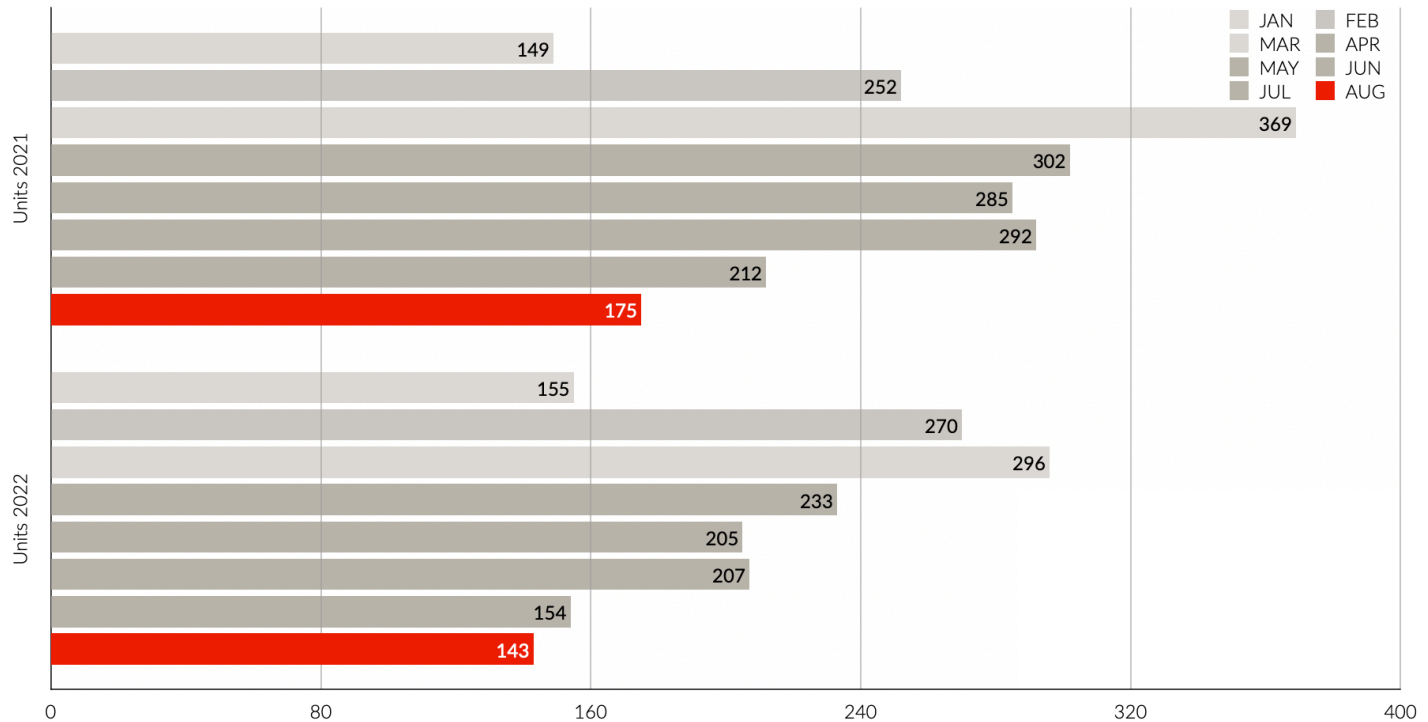


Yearly Totals 2021 vs. 2022

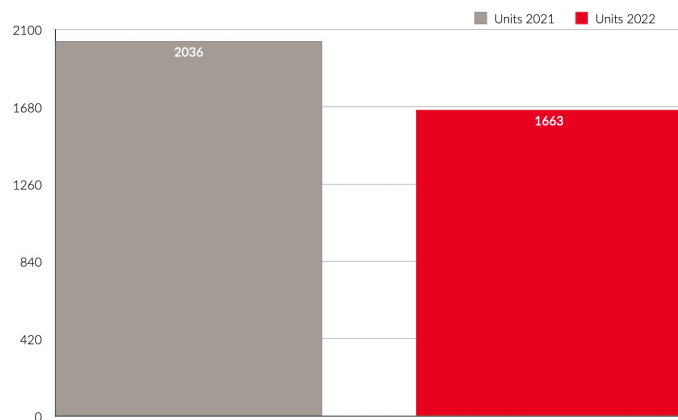


Month vs. Month 2021 vs. 2022

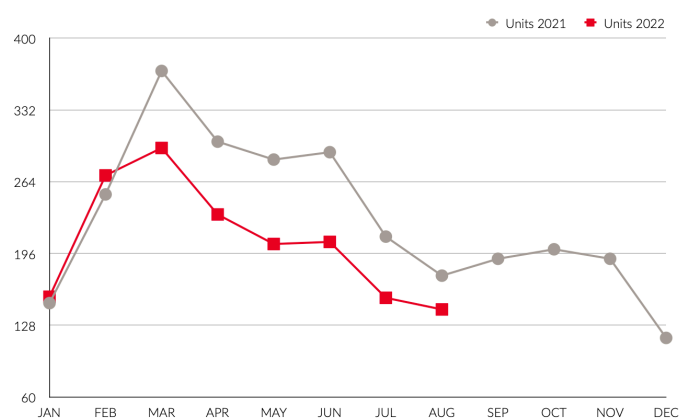
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

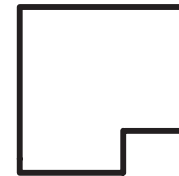
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

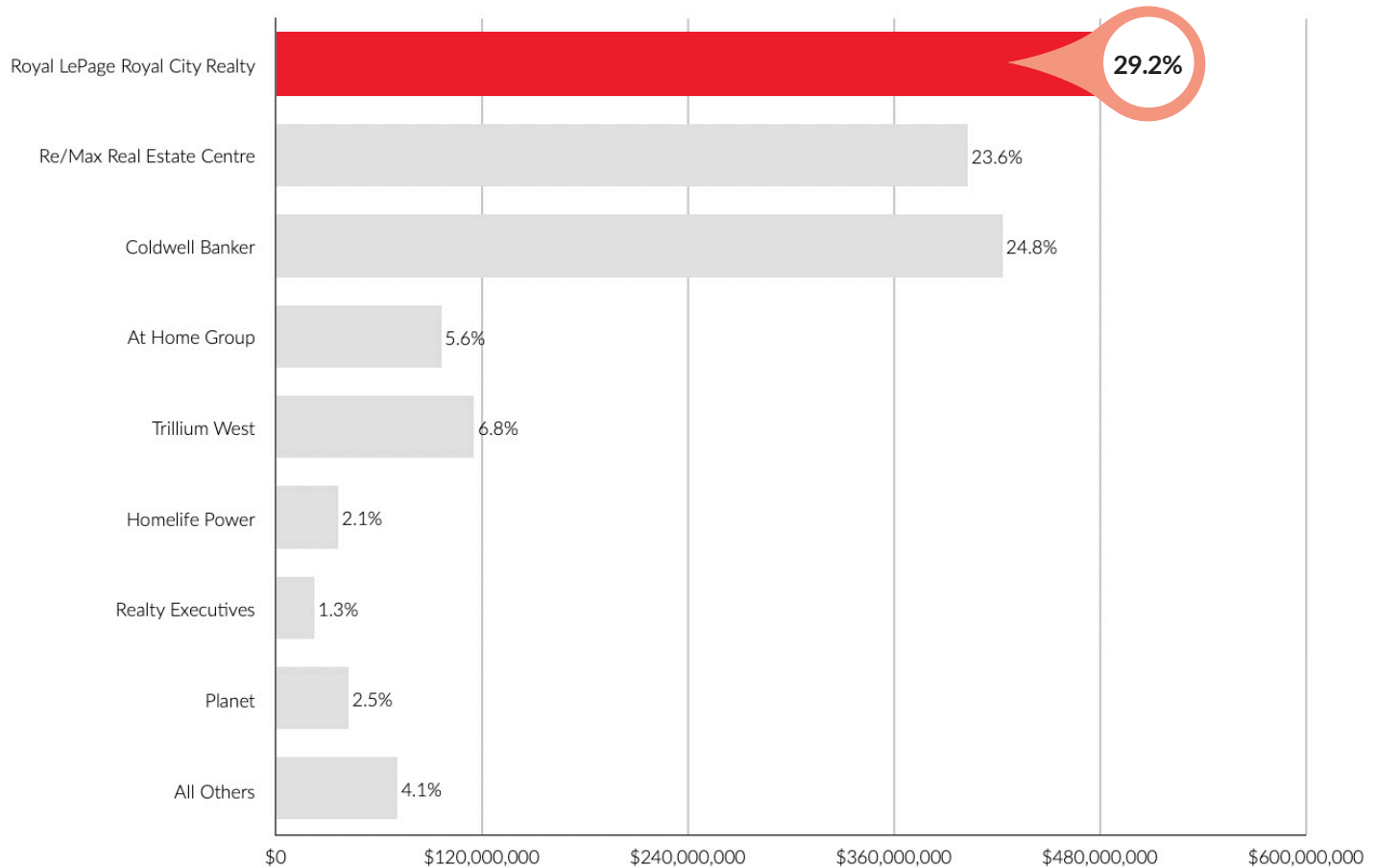
YTD Sales Volume	 <b>\$981,713,645</b> -6.1%	 <b>\$328,758,454</b> -17.32%	 <b>\$420,000</b> -95.2%
YTD Unit Sales	 <b>953</b> -23.27%	 <b>482</b> -31.92%	 <b>1</b> -90.9%
YTD Average Sale Price	 <b>\$1,030,130</b> +22.38%	 <b>\$682,071</b> +21.45%	 <b>\$420,000</b> -46.7%
August Sales Volume	 <b>\$58,089,492</b> -33.52%	 <b>\$25,444,279</b> -30.71%	 <b>\$0</b> Down From \$499,900
August Unit Sales	 <b>65</b> -36.27%	 <b>44</b> -30.16%	 <b>0</b> Down From 1

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





# MARKET DOMINANCE

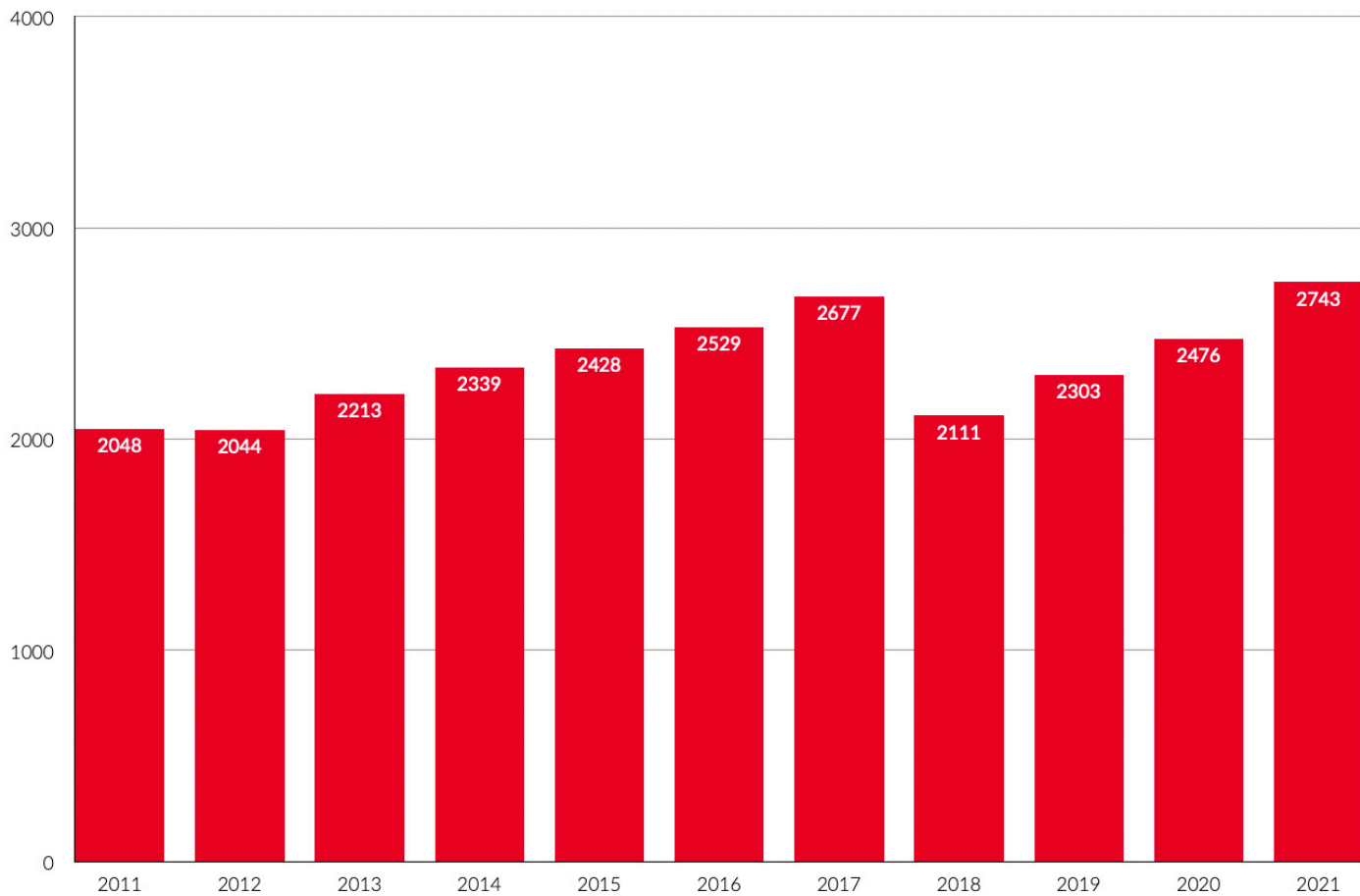


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
August 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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