



2022 AUGUST

GUELPH/ERAMOSA Real Estate Market Report



OVERVIEW

BALANCED MARKET

The real estate market in Guelph/Eramosa remains in balanced territory as sales decrease and unit sales rise 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.



August year-over-year sales volume of \$6,560,000

Down 52.49% from 2021's \$13,807,028 with unit sales of 7 down 41.67% from last August's 12. New listings of 20 are up from the 16 in 2021, with the sales/listing ratio of 35% down from 40% in 2021.



Year-to-date sales volume of \$155,613,574

Down 10.89% from 2021's \$174,630,974 with unit sales of 104 down 29.25% from last August's 147. New listings of 214 are up 2.39% from a year ago, with the sales/listing ratio of 48.6% down 21.74%.



Year-to-date average sale price of \$1,548,642

Up from \$1,158,717 one year ago with median sale price of \$1,205,000 up from \$1,051,750 one year ago. Average days-on-market of 30.75 is up 14.32 days from last year.

AUGUST NUMBERS

Median Sale Price

\$1,205,000

+14.57%

Sales Volume

\$6,560,000

-52.49%

Unit Sales

7

-41.67%

New Listings

20

+25%

Expired Listings

5

Up from 0

Unit Sales/Listings Ratio

35%

-40%

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

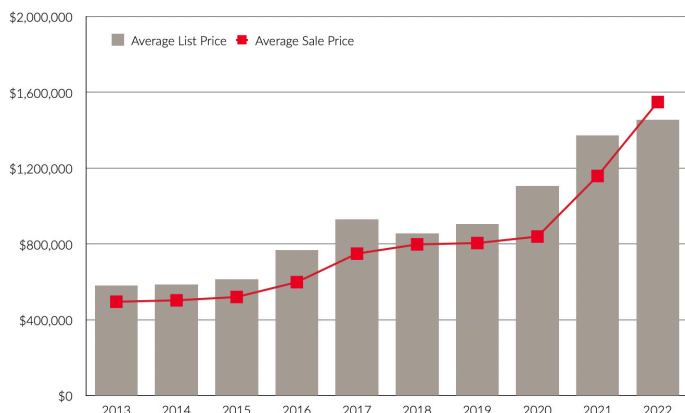


THE MARKET IN DETAIL

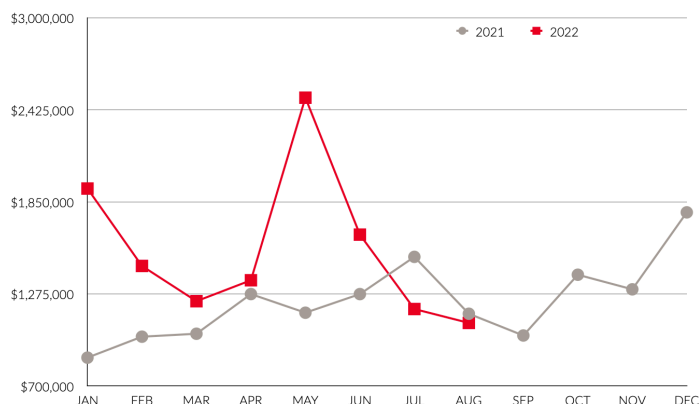
	2020	2021	2022	2021-2022
YTD Volume Sales	\$91,114,136	\$174,630,974	\$155,613,574	-10.89%
YTD Unit Sales	104	147	104	-29.25%
YTD New Listings	154	209	214	+2.39%
YTD Sales/Listings Ratio	67.53%	70.33%	48.6%	-21.74%
YTD Expired Listings	22	4	17	+425%
August Volume Sales	\$13,135,900	\$13,807,028	\$6,560,000	-52.49%
August Unit Sales	15	12	7	-41.67%
August New Listings	26	16	20	+25%
August Sales/Listings Ratio	57.69%	75%	35%	-40%
August Expired Listings	1	0	5	Up from 0
YTD Sales: \$0-\$199K	0	0	4	Up from 0
YTD Sales: \$200K-\$349K	2	0	0	No Change
YTD Sales: \$350K-\$549K	12	6	1	-83.33%
YTD Sales: \$550K-\$749K	30	17	4	-76.47%
YTD Sales: \$750K-\$999K	38	39	22	-43.59%
YTD Sales: \$1M+	23	85	73	-14.12%
YTD Average Days-On-Market	50.25	16.38	30.75	+87.79%
YTD Average Sale Price	\$838,849	\$1,158,717	\$1,548,642	+33.65%
YTD Median Sale Price	\$748,750	\$1,051,750	\$1,205,000	+14.57%

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

AVERAGE SALE PRICE

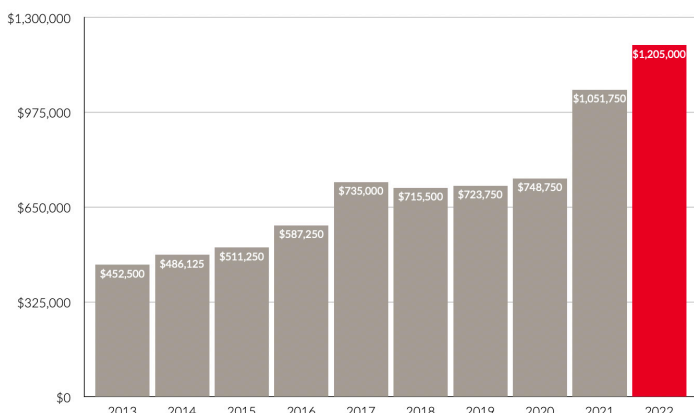


Year-Over-Year

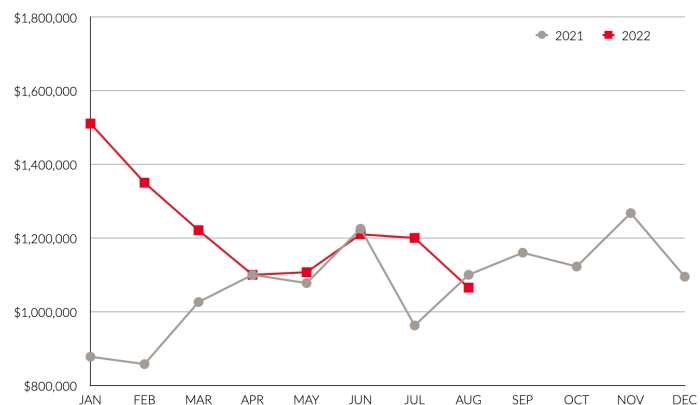


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



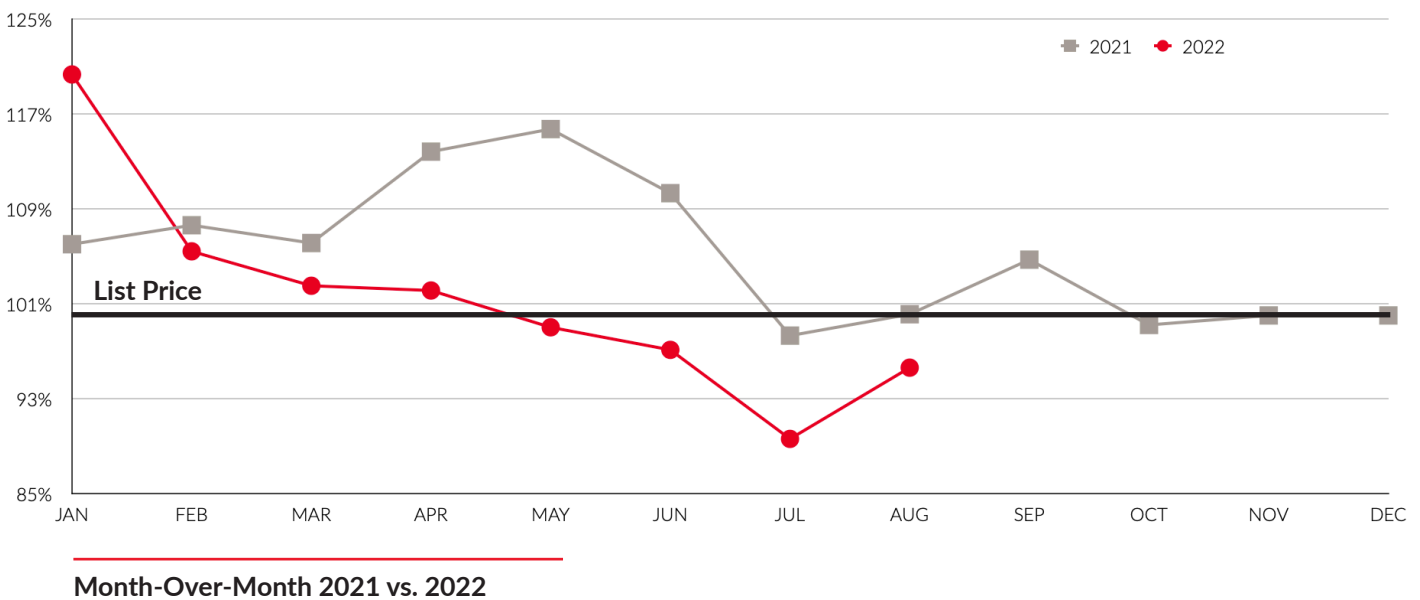
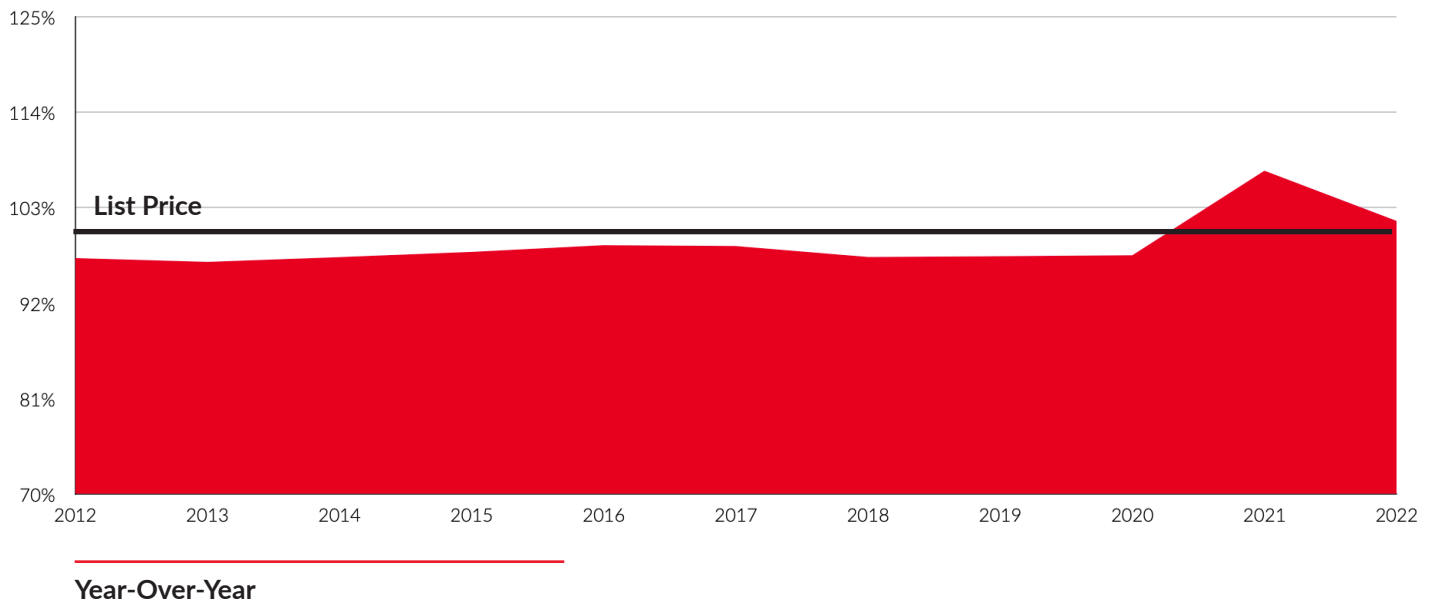
Year-Over-Year



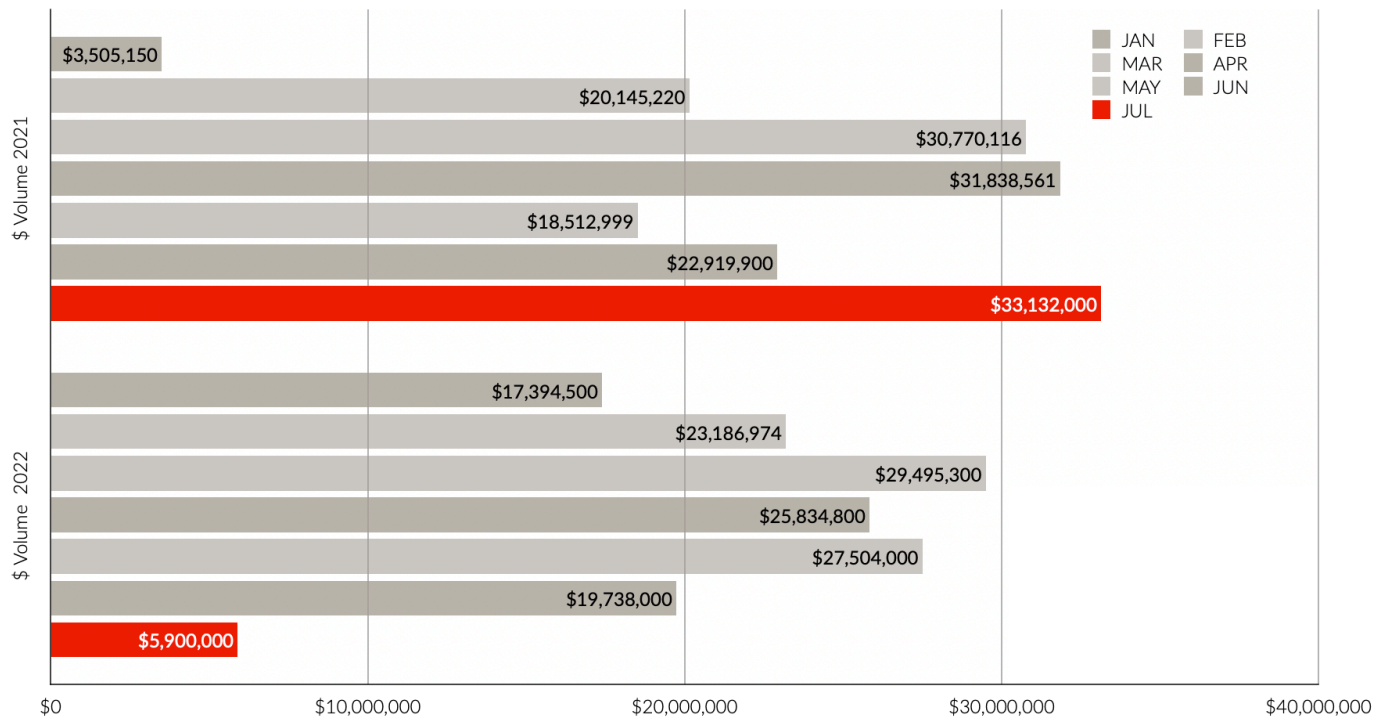
Month-Over-Month 2021 vs. 2022

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

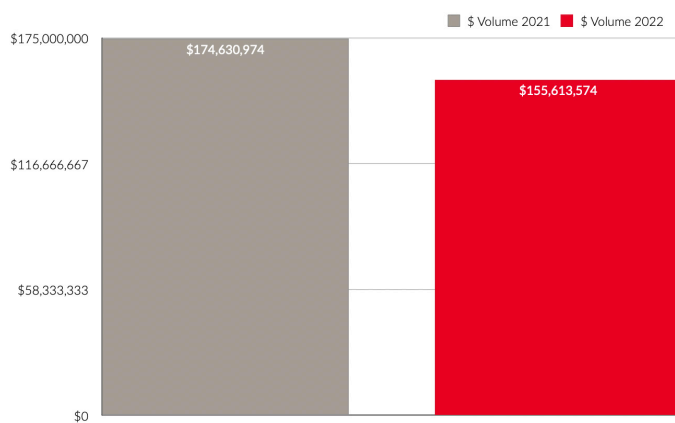
SALE PRICE VS. LIST PRICE RATIO



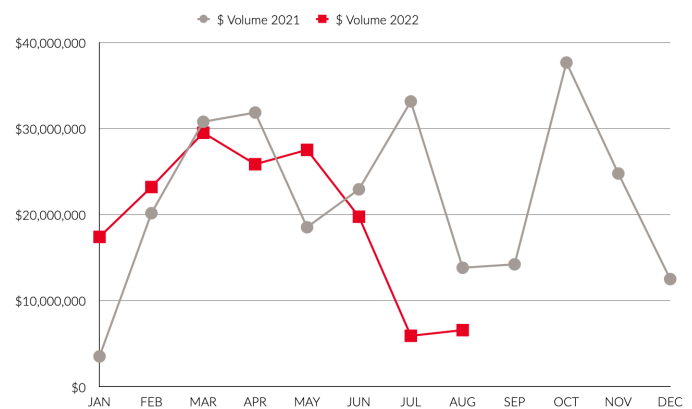
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

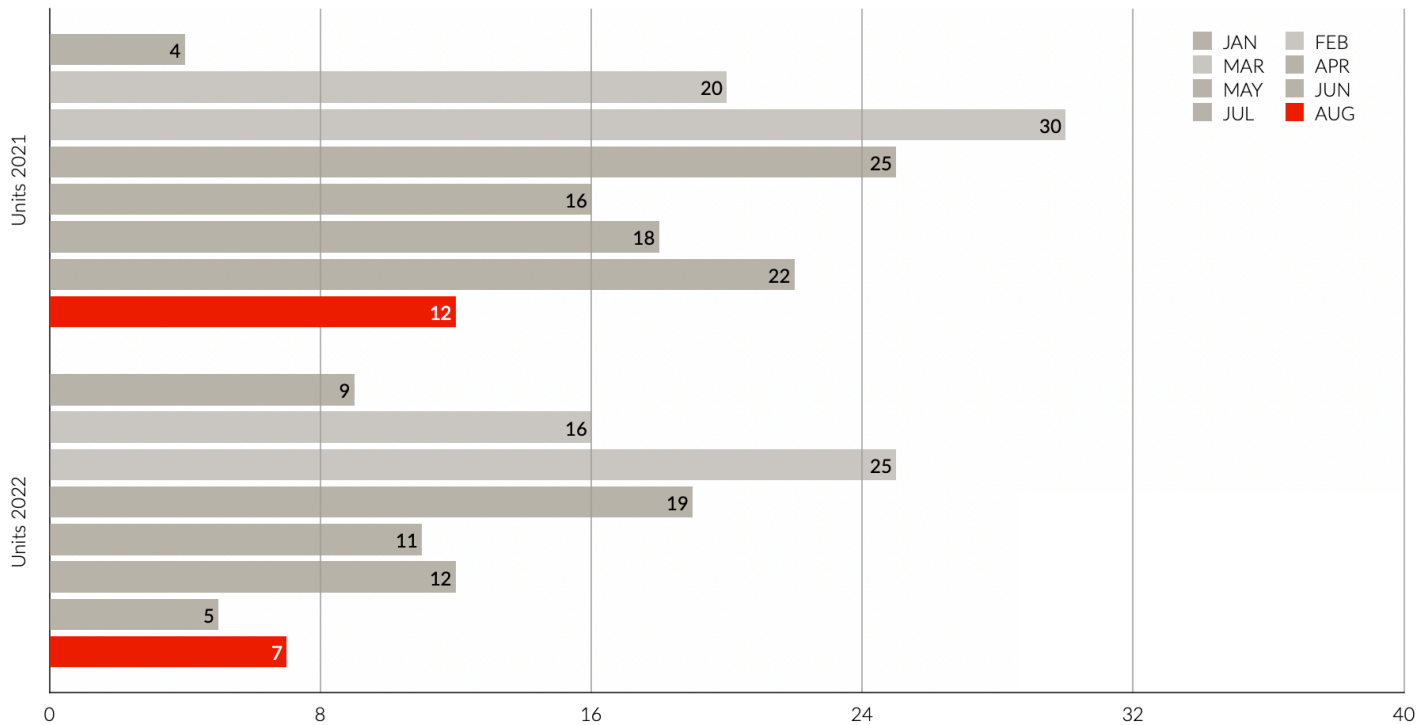


Yearly Totals 2021 vs. 2022

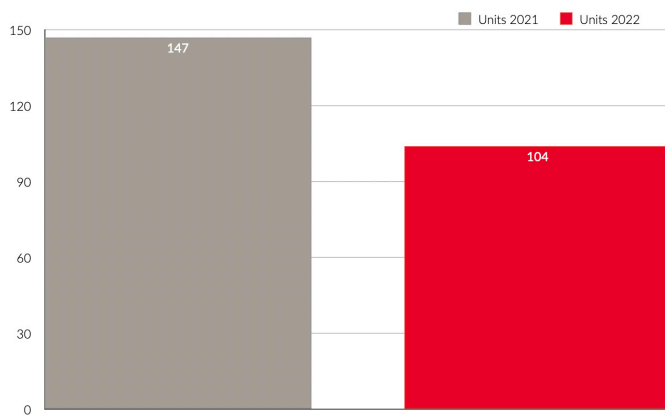


Month vs. Month 2021 vs. 2022

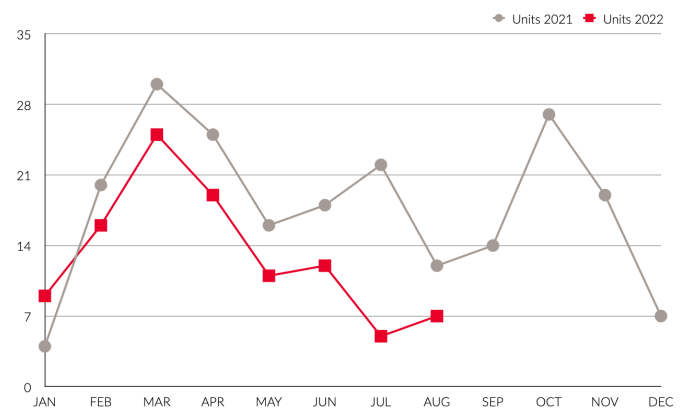
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

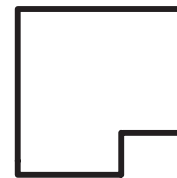
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



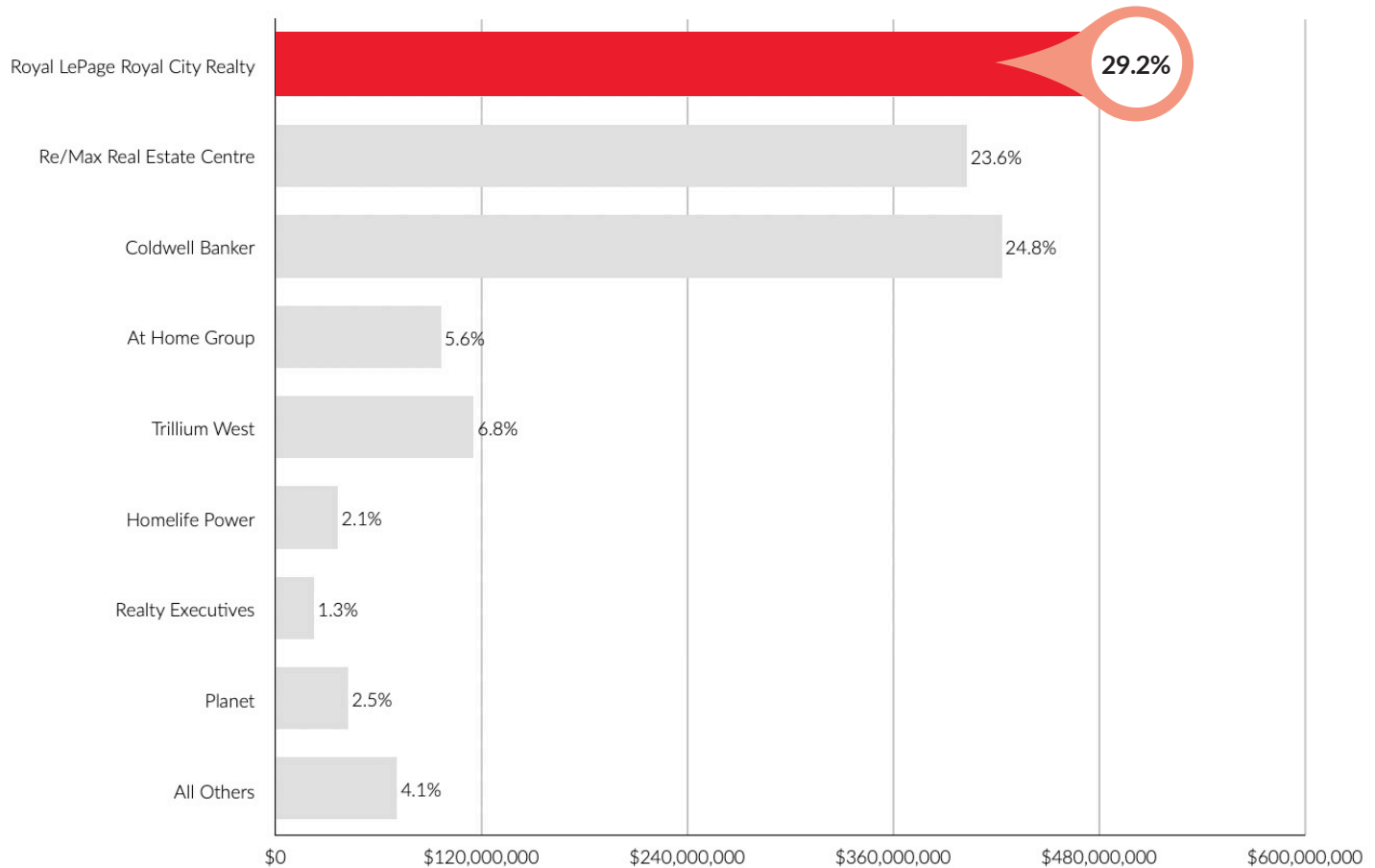
VACANT LAND

YTD Sales Volume	 \$118,317,624 -16.48%	 \$3,122,800 -68.53%	 \$20,307,000 +1,890%
YTD Unit Sales	 85 -30.89%	 4 -73.33%	 4 +100%
YTD Average Sale Price	 \$1,391,972 +20.86%	 \$780,700 +17.99%	 \$5,076,750 +895.44%
August Sales Volume	 \$5,625,000 -30.21%	 \$935,000 +16.58%	 \$0 Down from \$1,020,000
August Unit Sales	 5 -37.5%	 1 No Change	 0 Down From 2

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



MARKET DOMINANCE

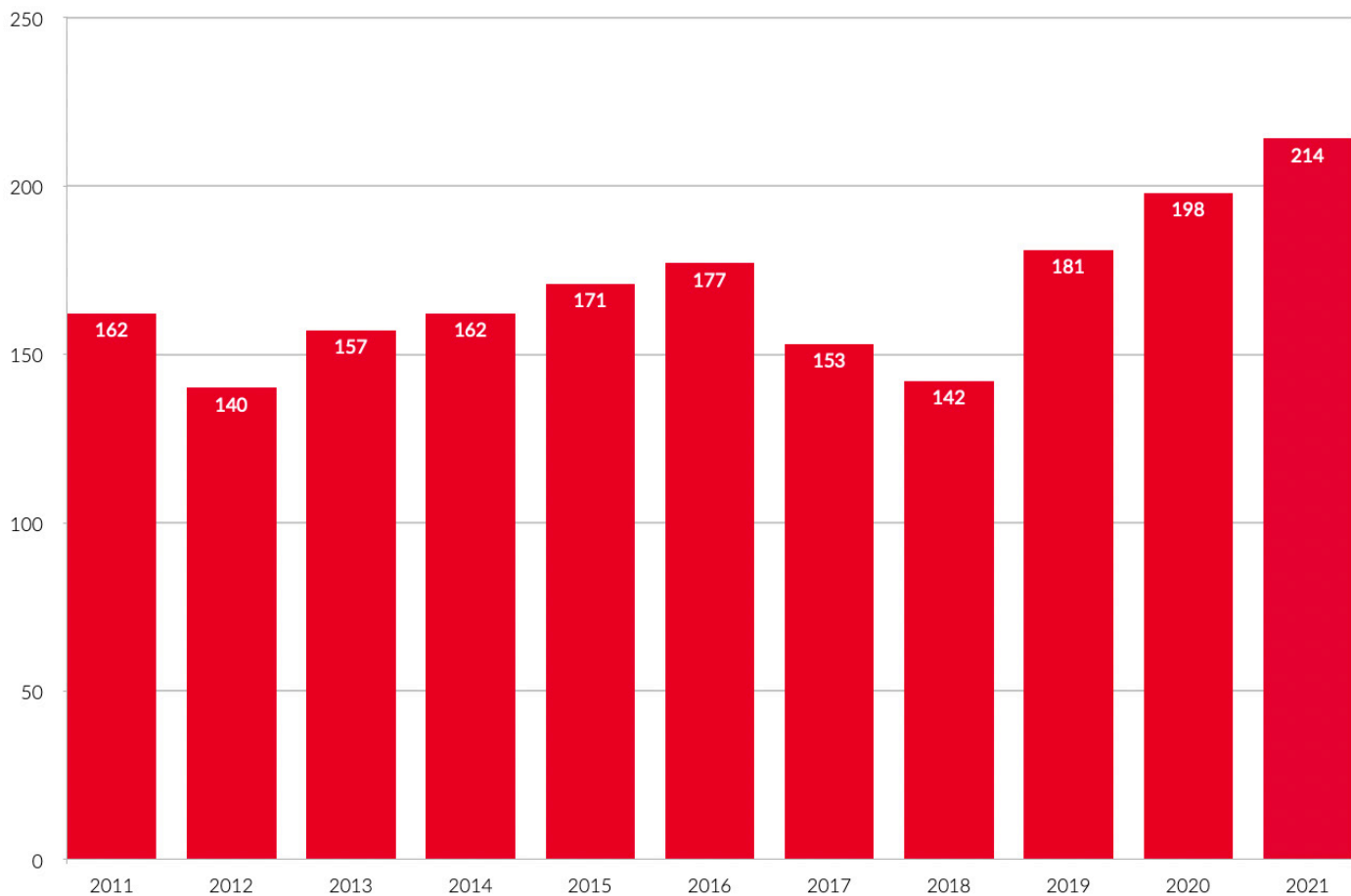


Market Share by Dollar Volume

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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