



2022 SEPTEMBER

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, the year-to-date sales prices are still higher than they were this time last year, which proves that this market still has a strong foundation.



September year-over-year sales volume of \$117,084,581

Down 19.88% from 2021's \$146,130,210 with unit sales of 162 down 15.18% from last September's 191. New listings of 315 are up 32.91% from a year ago, with the sales/listing ratio of 51.43% down 29.16%.



Year-to-date sales volume of \$1,511,249,102

Down 11.67% from 2021's \$1,710,849,861 with unit sales of 1,825 down 18.05% from 2021's 2,227. New listings of 3,266 are up 18.68% from a year ago, with the sales/listing ratio of 55.88% down 25.04%.



Year-to-date average sale price of \$832,318

Up from \$764,578 one year ago with median sale price of \$845,000 up from \$710,900 one year ago. Average days-on-market of 17.78 is up 5.67 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$741,500

-1.19%

Sales Volume

\$117,084,581

-19.88%

Unit Sales

162

-15.18%

New Listings

315

+32.91%

Expired Listings

31

+287.5%

Unit Sales/Listings Ratio

51.43%

-29.16%

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

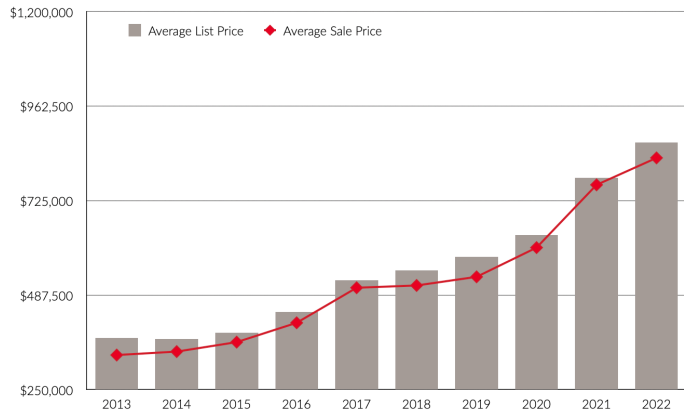


THE MARKET IN DETAIL

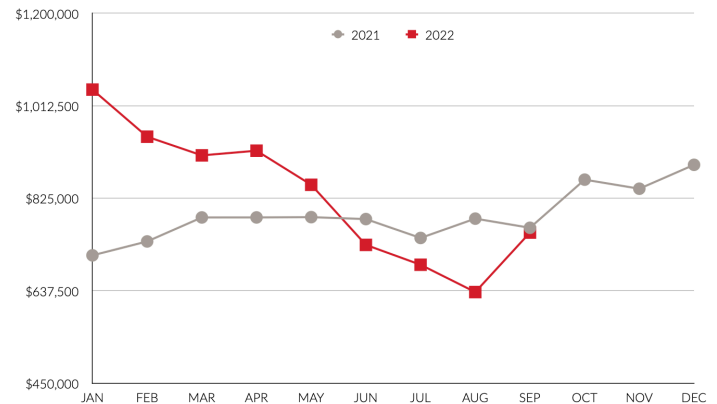
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,144,405,078	\$1,710,849,861	\$1,511,249,102	-11.67%
YTD Unit Sales	1,871	2,227	1,825	-18.05%
YTD New Listings	2,460	2,752	3,266	+18.68%
YTD Sales/Listings Ratio	76.06%	80.92%	55.88%	-25.04%
YTD Expired Listings	129	90	219	+143.33%
September Volume Sales	\$189,661,748	\$146,130,210	\$117,084,581	-19.88%
September Unit Sales	285	191	162	-15.18%
September New Listings	359	237	315	+32.91%
September Sales/Listings Ratio	79.39%	80.59%	51.43%	-25.04%
September Expired Listings	14	8	31	+287.5%
YTD Sales: \$0-\$199K	6	4	186	Up from 4
YTD Sales: \$200K-\$349K	95	19	9	-52.63%
YTD Sales: \$350K-\$549K	690	405	131	-67.65%
YTD Sales: \$550K-\$749K	754	845	393	-53.49%
YTD Sales: \$750K-\$999K	257	688	629	-8.58%
YTD Sales: \$1M+	66	275	477	+73.5%
YTD Average Days-On-Market	20.33	12.11	17.78	+46.79%
YTD Average Sale Price	\$606,883	\$764,578	\$832,318	+8.86%
YTD Median Sale Price	\$580,000	\$710,900	\$845,000	+18.86%

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

AVERAGE SALE PRICE

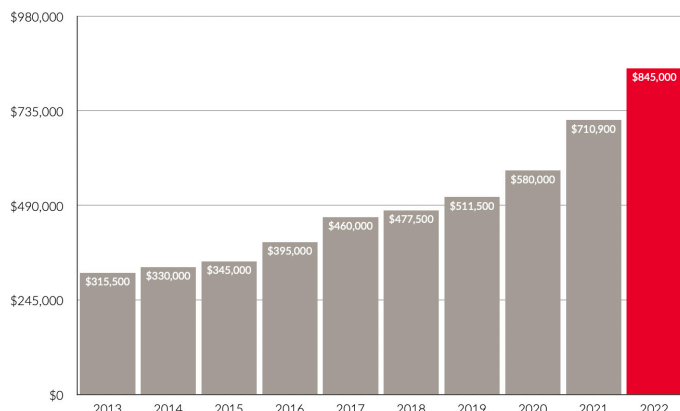


Year-Over-Year

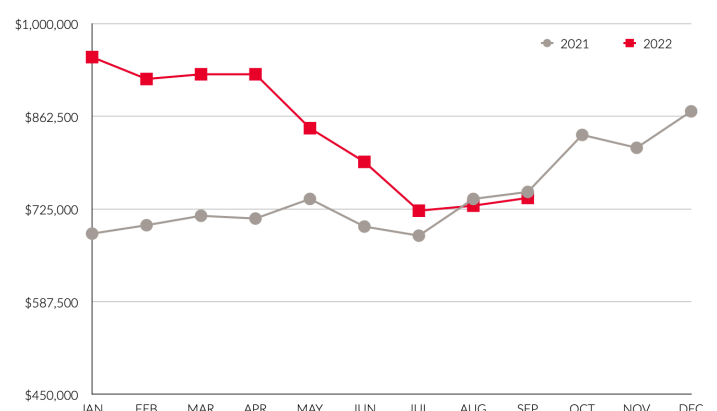


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



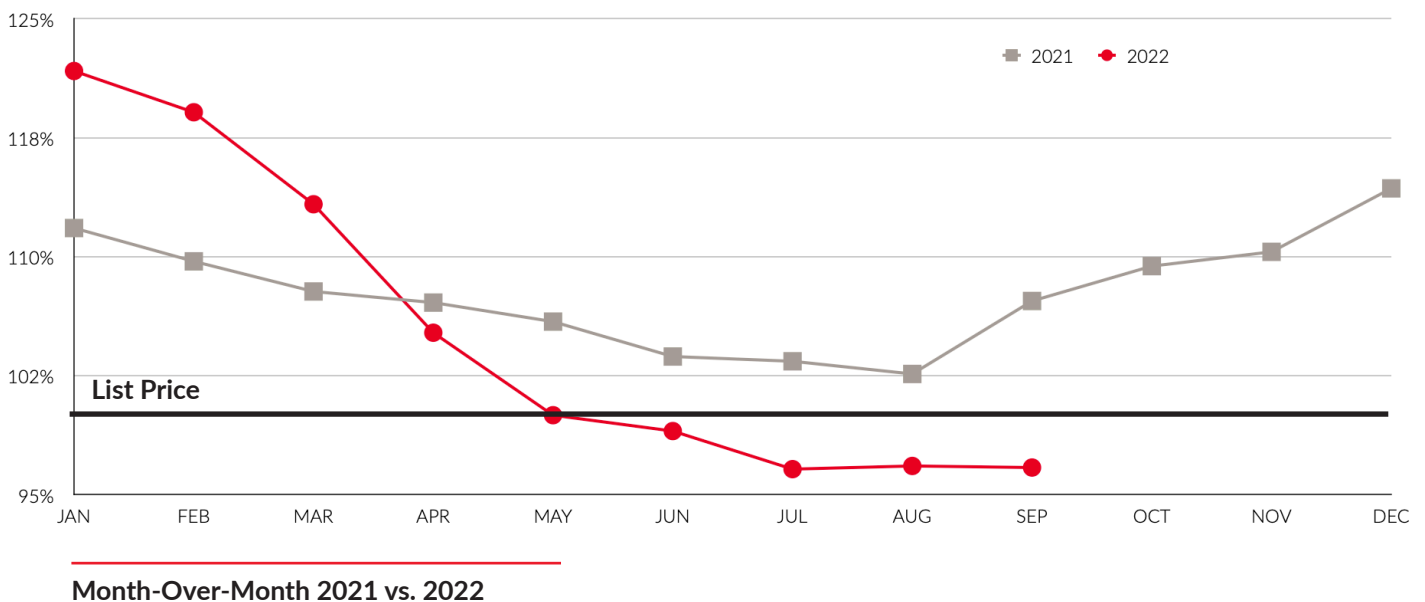
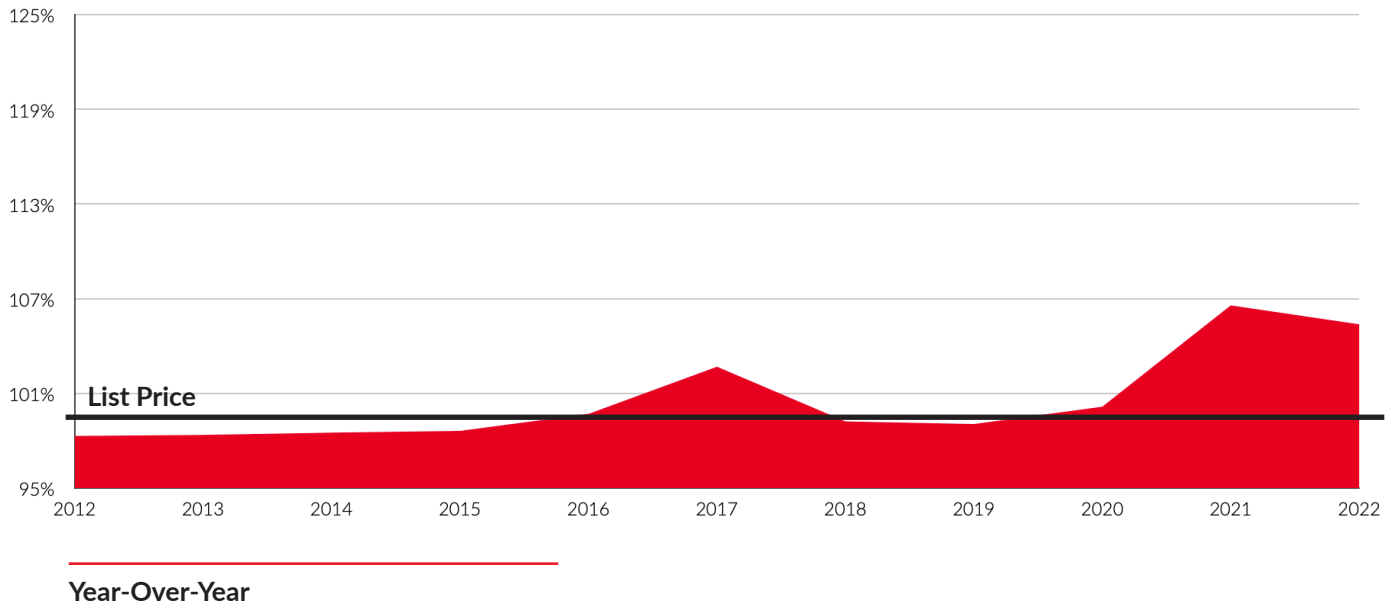
Year-Over-Year



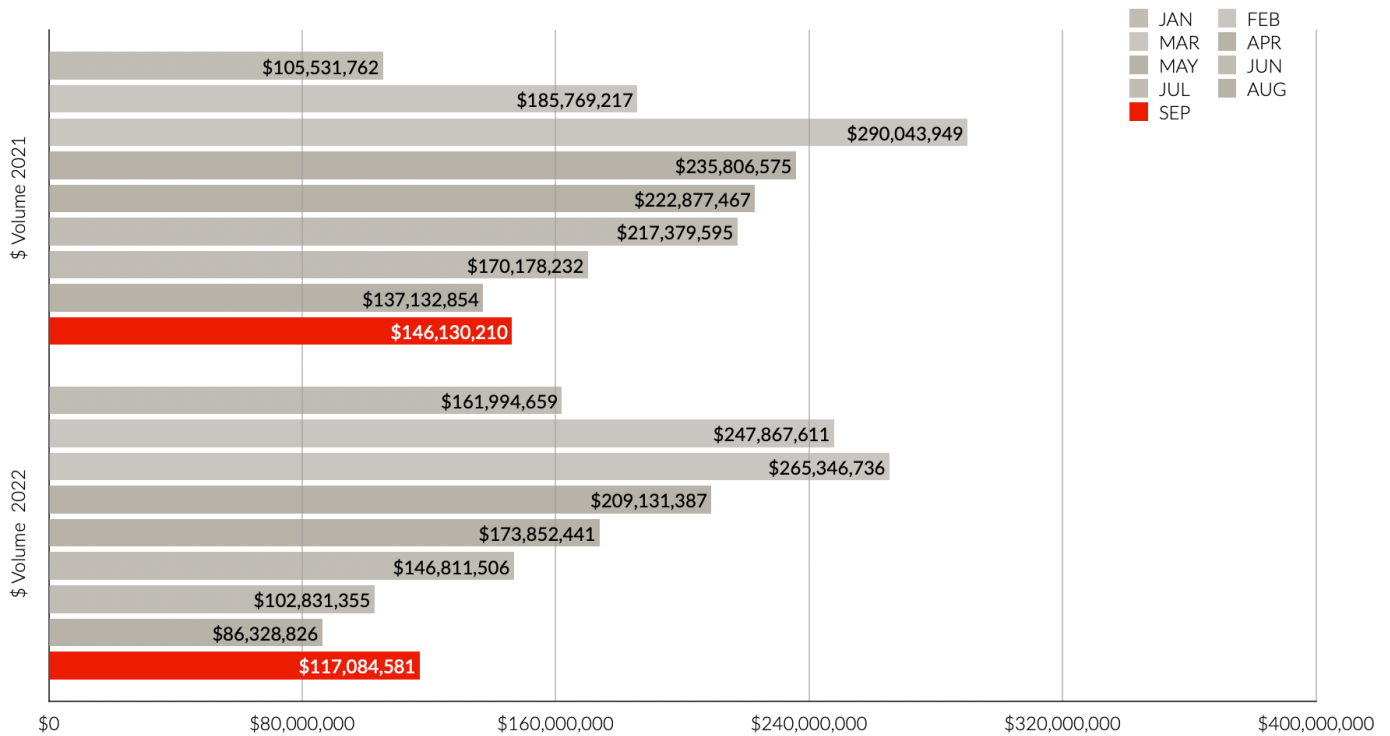
Month-Over-Month 2021 vs. 2022

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

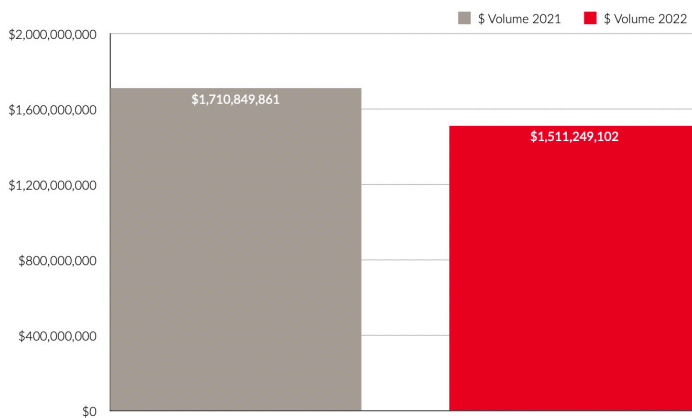
SALE PRICE VS. LIST PRICE RATIO



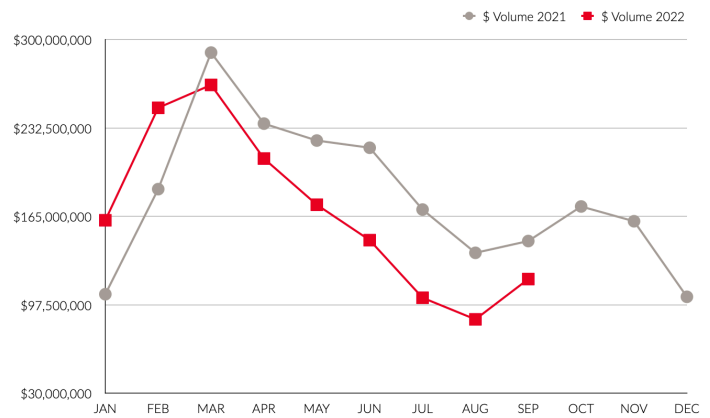
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

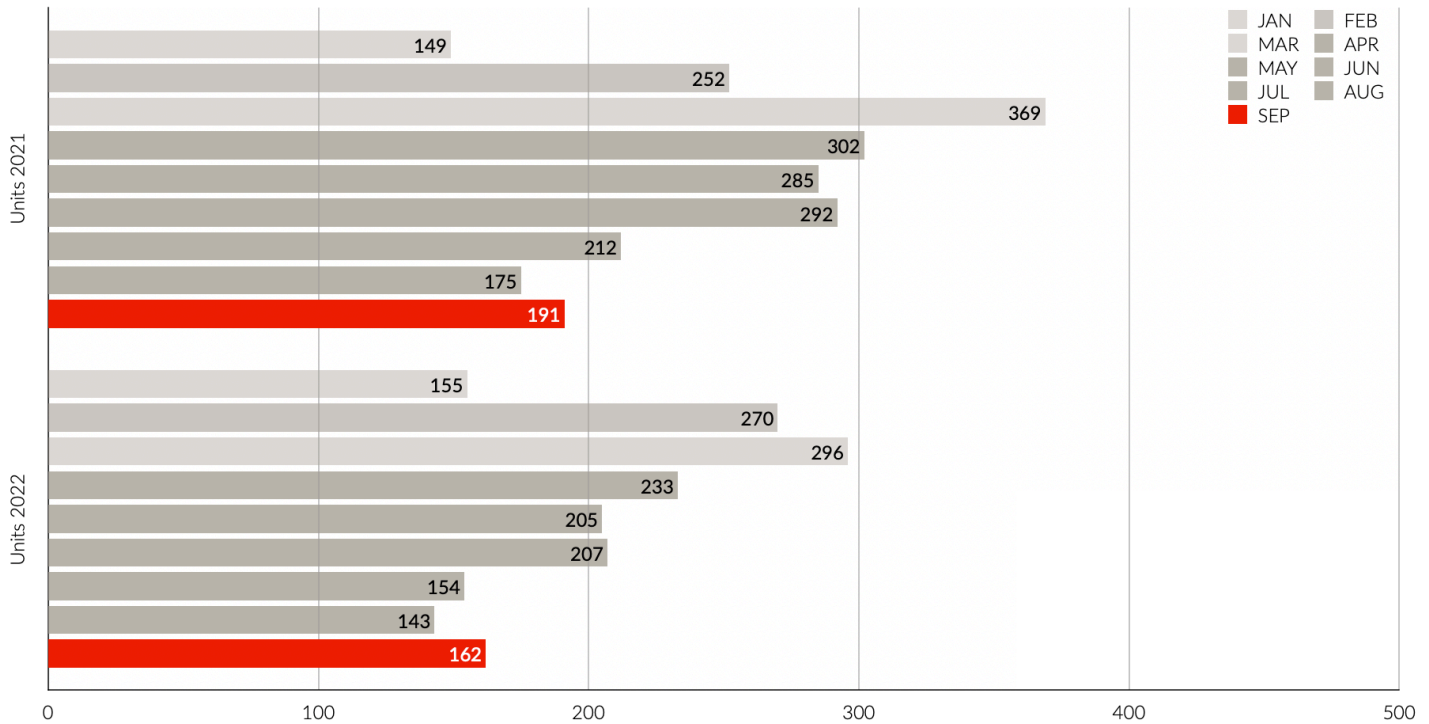


Yearly Totals 2021 vs. 2022

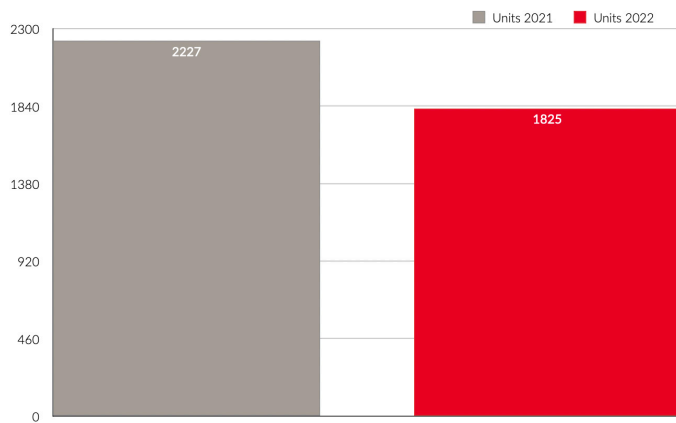


Month vs. Month 2021 vs. 2022

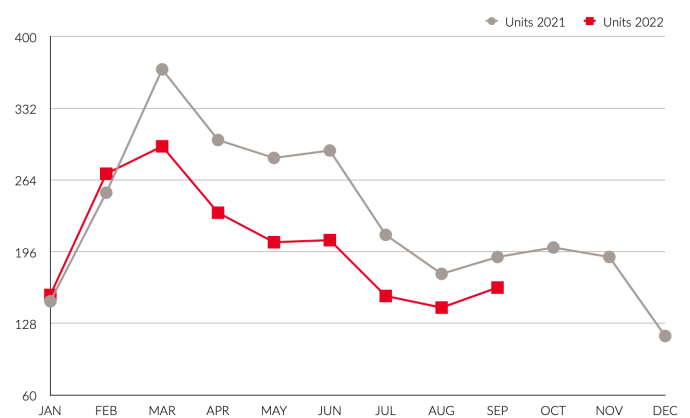
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

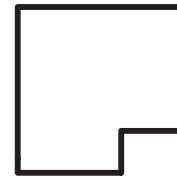
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



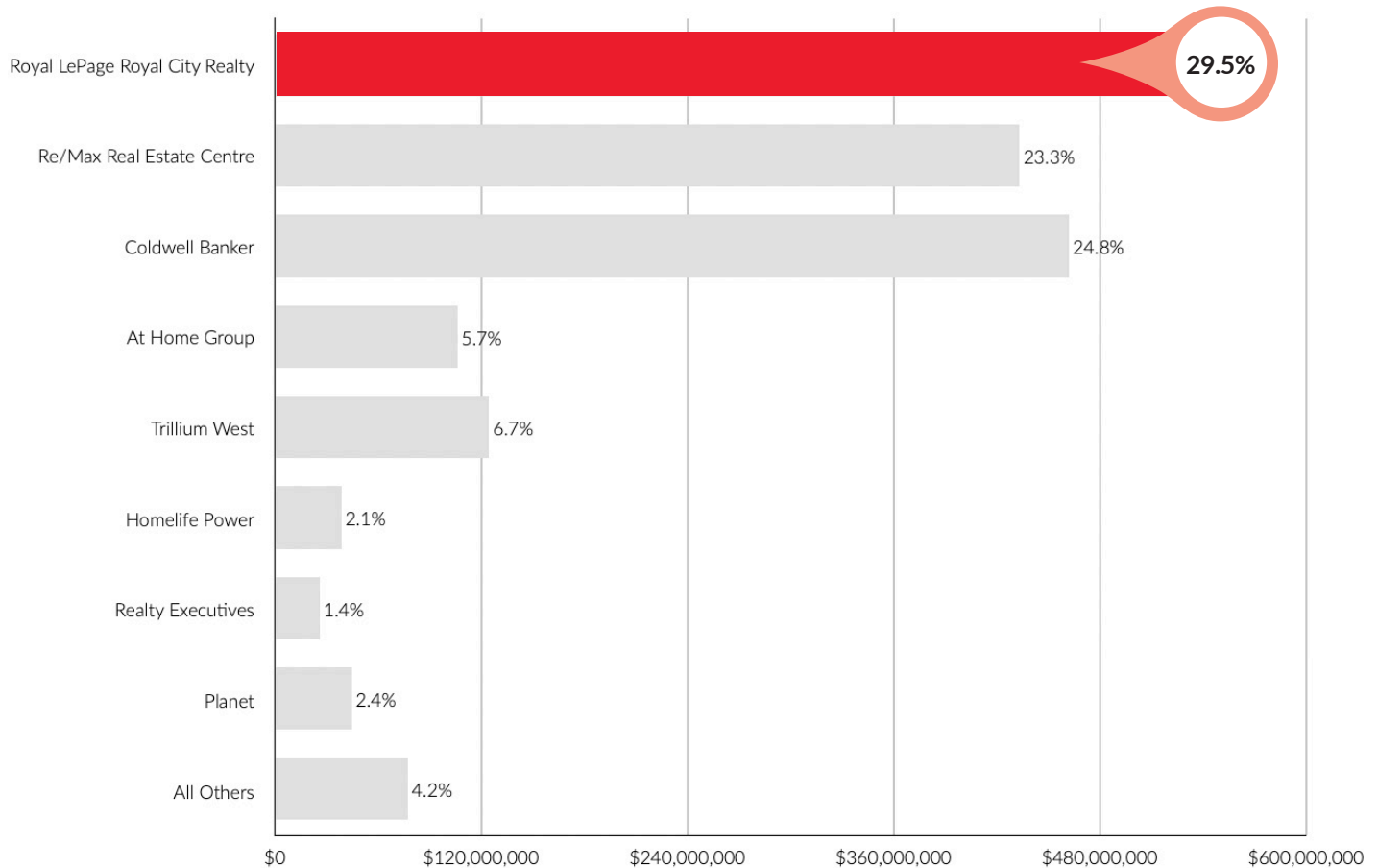
VACANT LAND

YTD Sales Volume	 \$1,059,783,681 -7.86%	 \$357,906,954 -17.6%	 \$420,000 -95.6%
YTD Unit Sales	 1,043 -23.31%	 530 -68.39%	 1 -91.7%
YTD Average Sale Price	 \$1,016,092 +20.14%	 \$675,296 +20.5%	 \$420,000 -47.05%
September Sales Volume	 \$78,070,036 -25.48%	 \$29,148,500 -20.59%	 \$0 Down From \$851,000
September Unit Sales	 90 -23.73%	 48 -28.36%	 0 Down From 1

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



MARKET DOMINANCE

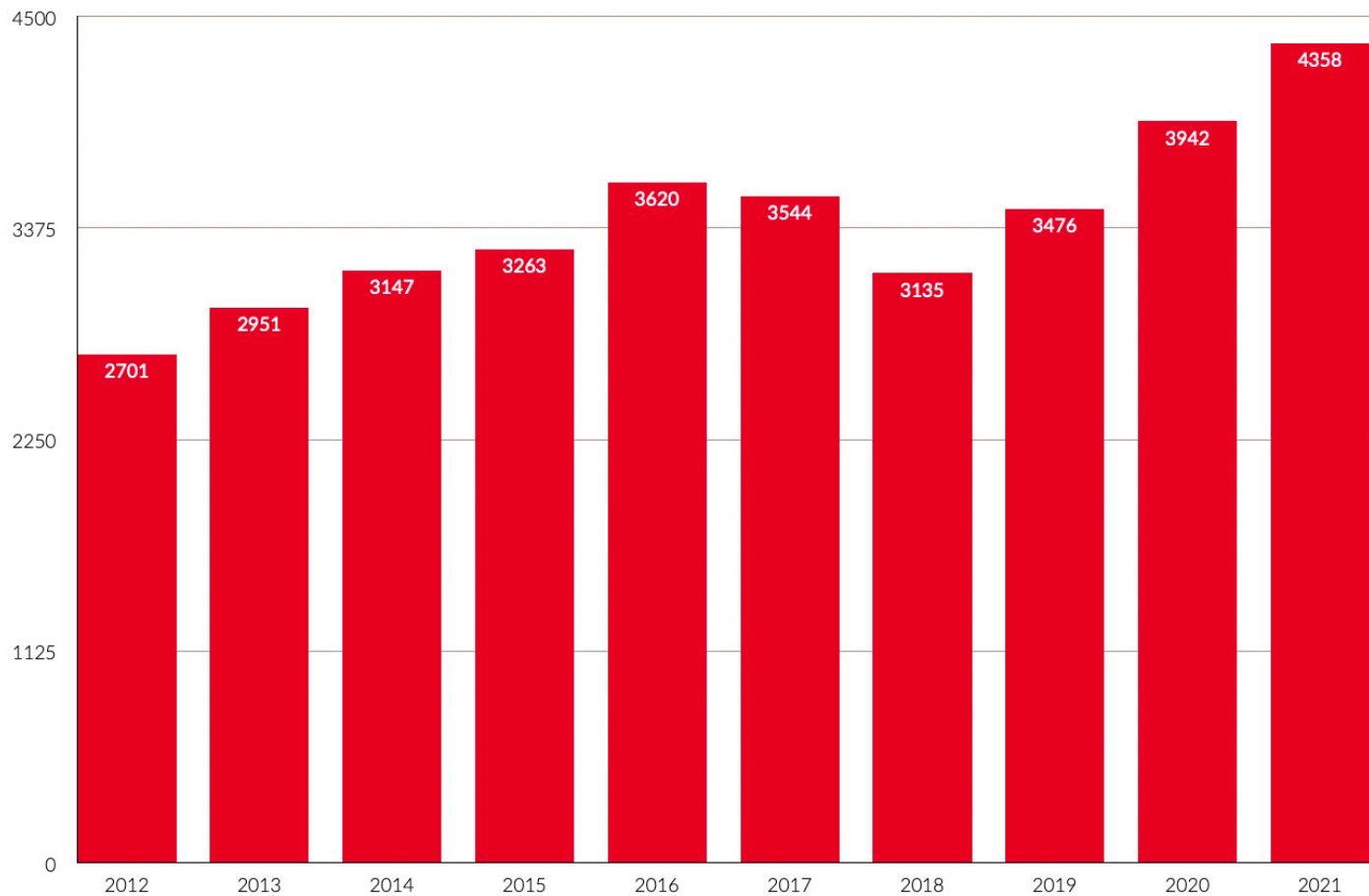


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
September 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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