



2022 SEPTEMBER

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 and unit sales rise compared to this time last year. The monthly median sale price has dropped below what it was this time last year, which may be a sign of some larger changes coming in the near future.



September year-over-year sales volume of \$13,037,900

Down 8.22% from 2021's \$14,205,501 with unit sales of 10 down 28.57% from last September's 14. New listings of 35 are up from the 30 in 2021, with the sales/listing ratio of 28.57% down from 46.67% in 2021.



Year-to-date sales volume of \$168,651,474

Down 10.69% from 2021's \$188,836,475 with unit sales of 114 down 29.19% from last September's 161. New listings of 249 are up 4.18% from a year ago, with the sales/listing ratio of 45.78% down 21.58%.



Year-to-date average sale price of \$1,521,436

Up from \$1,142,713 one year ago with median sale price of \$1,200,000 up from \$1,077,500 one year ago. Average days-on-market of 31.44 is up 14.33 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,000,000

-13.79%

Sales Volume

\$13,037,900

-8.22%

Unit Sales

10

-28.57%

New Listings

35

+16.67%

Expired Listings

3

+50%

Unit Sales/Listings Ratio

28.57%

-18.10%

Year-over-year comparison

(September 2022 vs. September 2021)

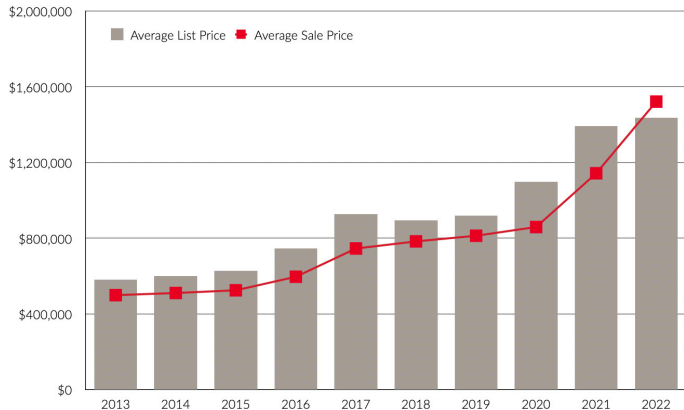


THE MARKET IN DETAIL

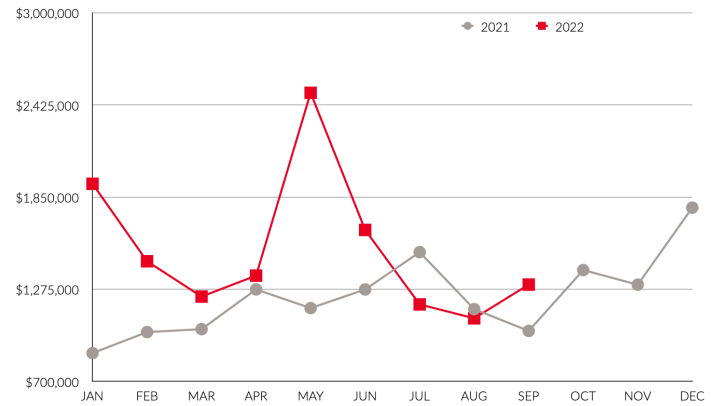
	2020	2021	2022	2021-2022
YTD Volume Sales	\$123,710,566	\$188,836,475	\$168,651,474	-10.69%
YTD Unit Sales	136	161	114	-29.19%
YTD New Listings	186	239	249	+4.18%
YTD Sales/Listings Ratio	73.12%	67.36%	45.78%	-21.58%
YTD Expired Listings	24	6	20	+233.33%
September Volume Sales	\$32,596,430	\$14,205,501	\$13,037,900	-8.22%
September Unit Sales	32	14	10	-28.57%
September New Listings	32	30	35	+16.67%
September Sales/Listings Ratio	100%	46.67%	28.57%	-18.1%
September Expired Listings	2	2	3	+50%
YTD Sales: \$0-\$199K	0	0	4	Up from 0
YTD Sales: \$200K-\$349K	3	0	0	No Change
YTD Sales: \$350K-\$549K	12	8	1	-87.5%
YTD Sales: \$550K-\$749K	35	19	5	-73.68%
YTD Sales: \$750K-\$999K	55	42	26	-38.1%
YTD Sales: \$1M+	32	92	78	-15.22%
YTD Average Days-On-Market	49.44	17.11	31.44	+83.77%
YTD Average Sale Price	\$858,826	\$1,142,713	\$1,521,436	+33.14%
YTD Median Sale Price	\$755,000	\$1,077,500	\$1,200,000	+11.37%

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

AVERAGE SALE PRICE

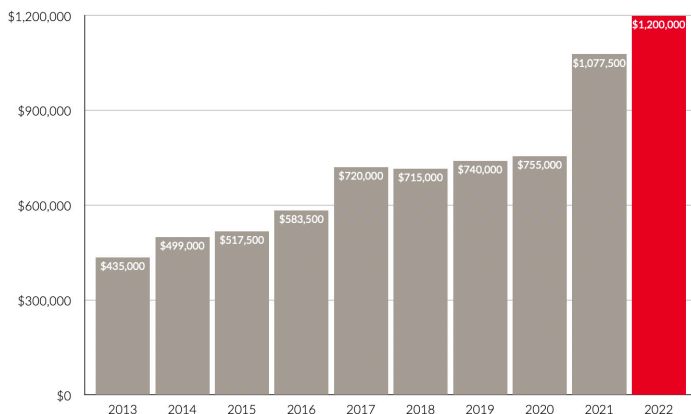


Year-Over-Year

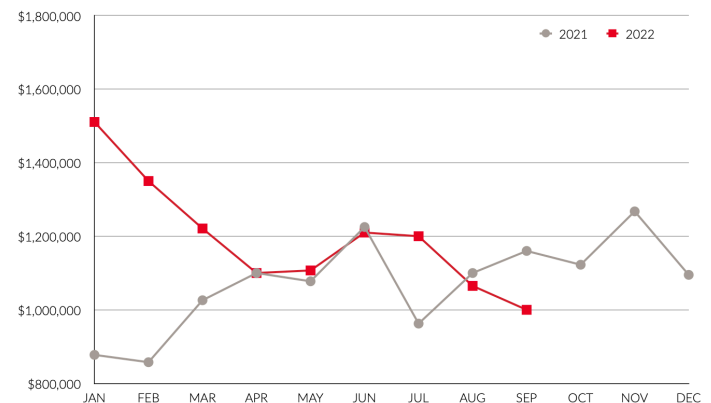


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



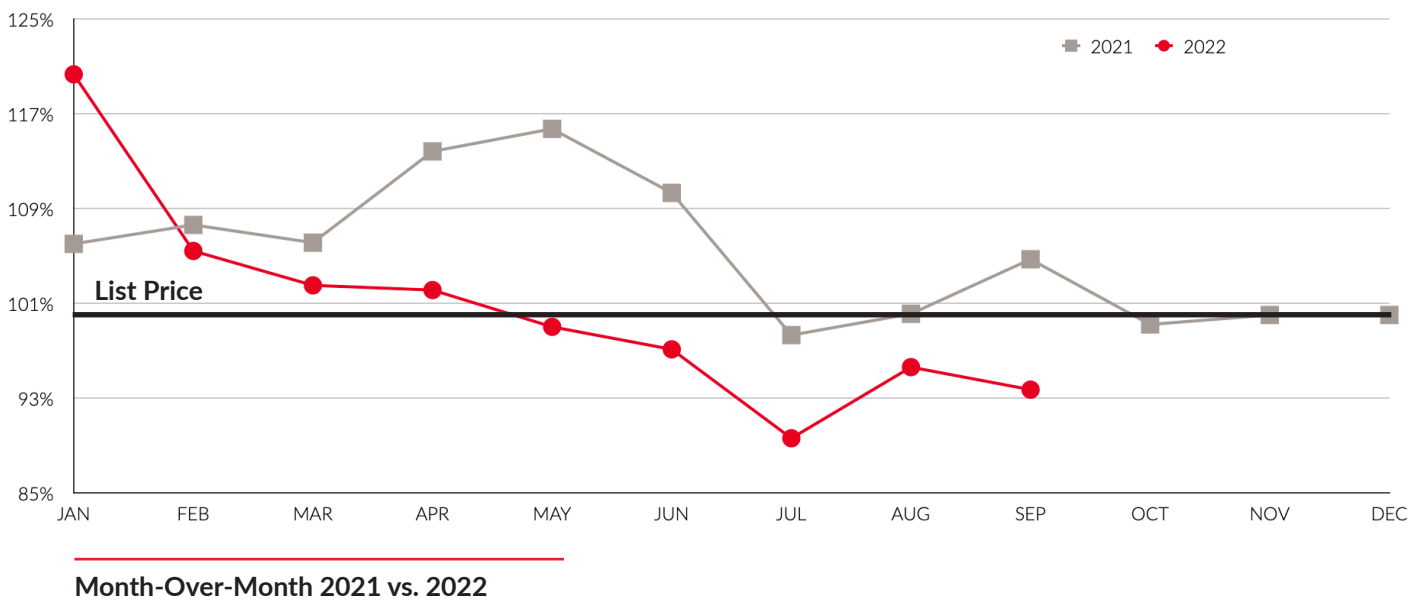
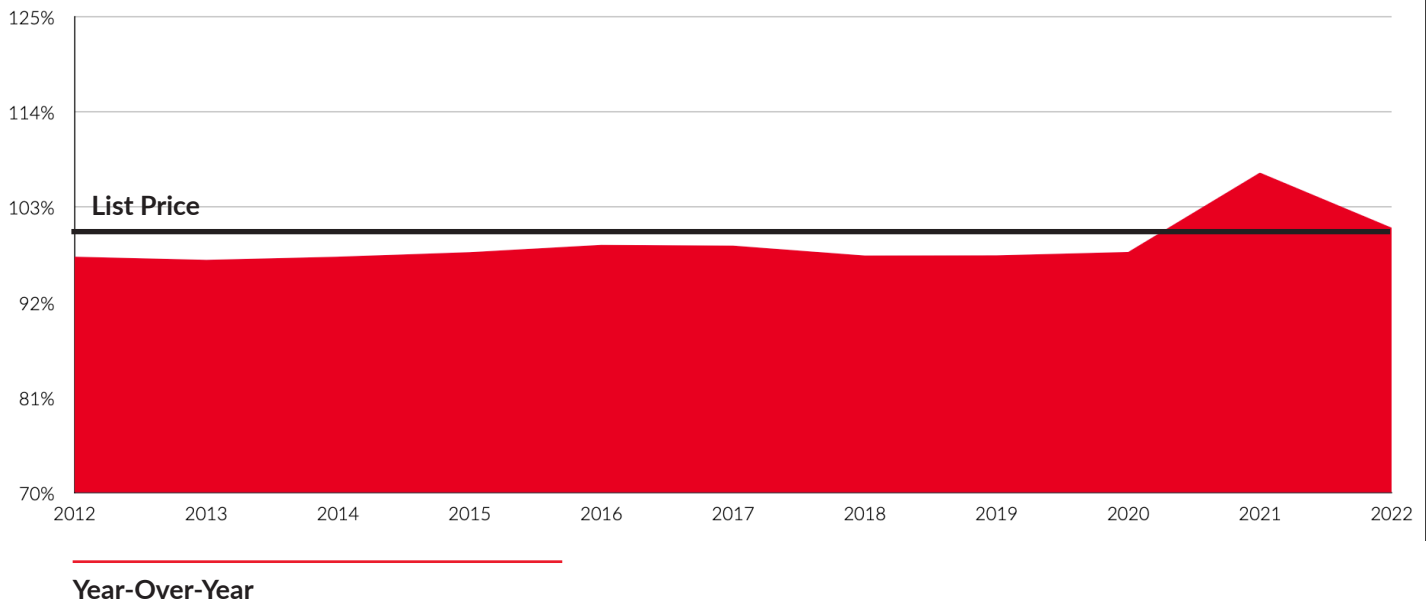
Year-Over-Year



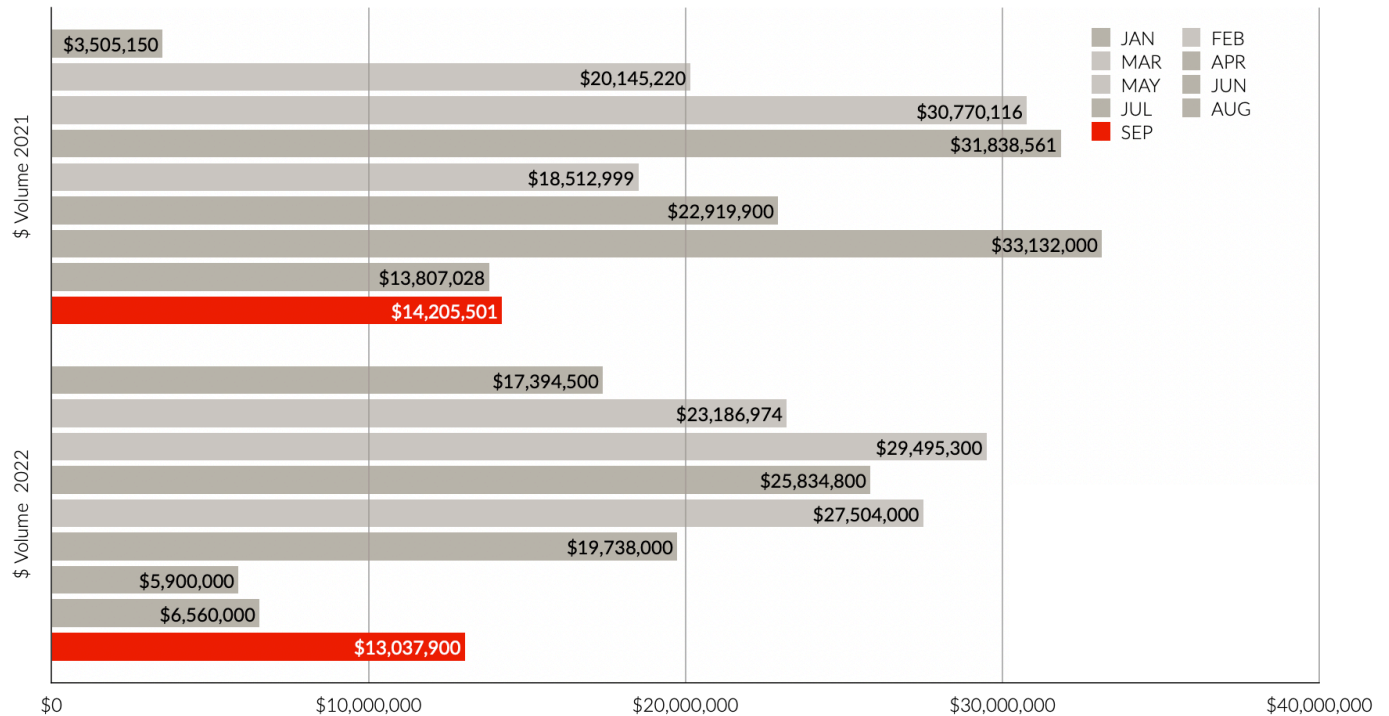
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO



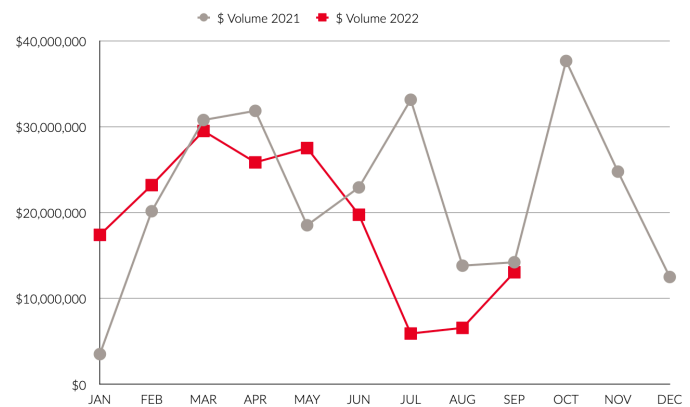
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

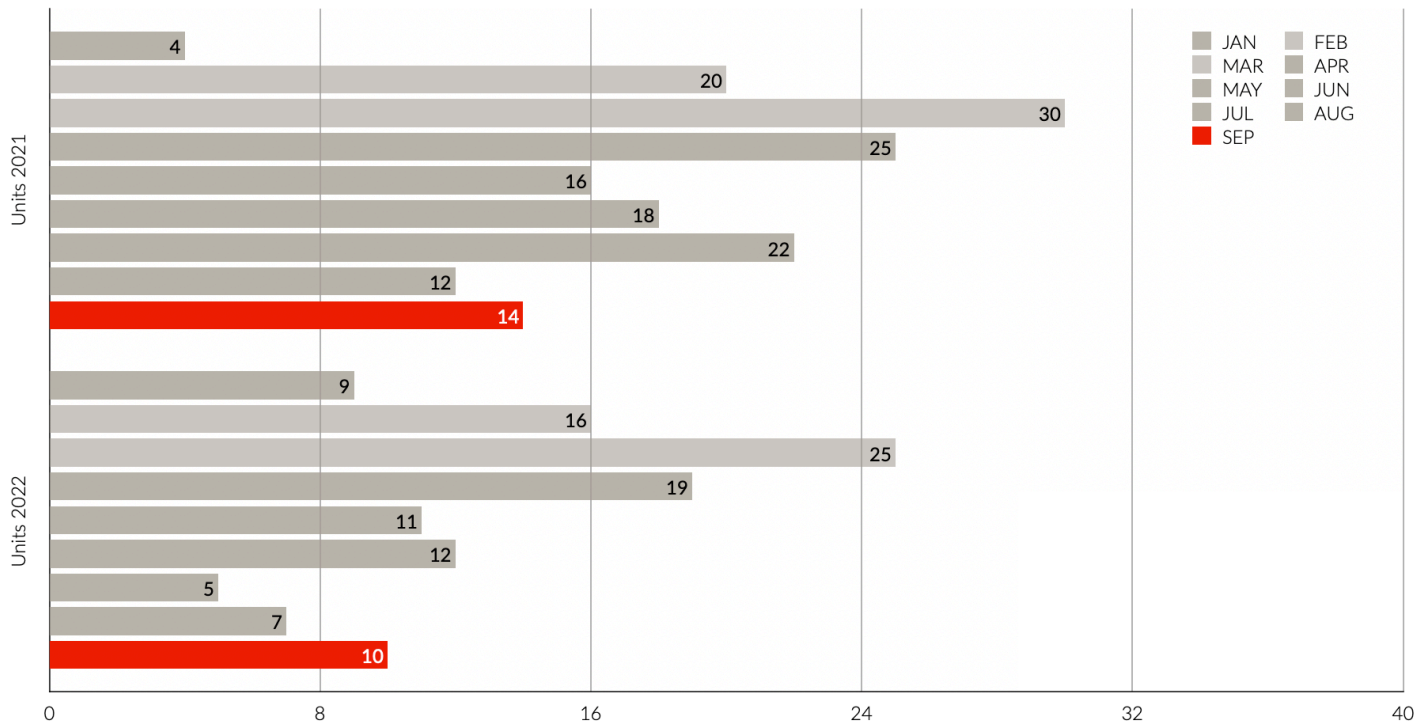


Yearly Totals 2021 vs. 2022

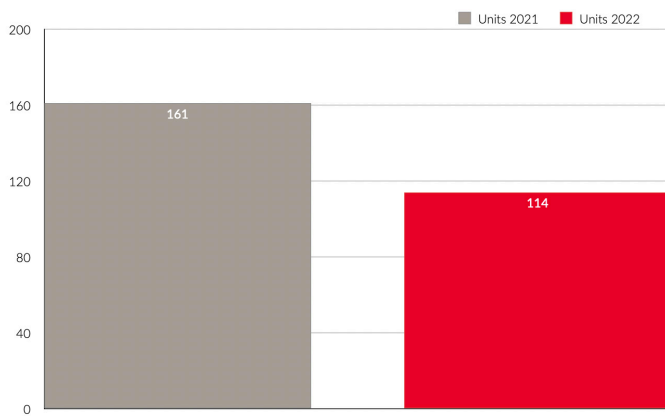


Month vs. Month 2021 vs. 2022

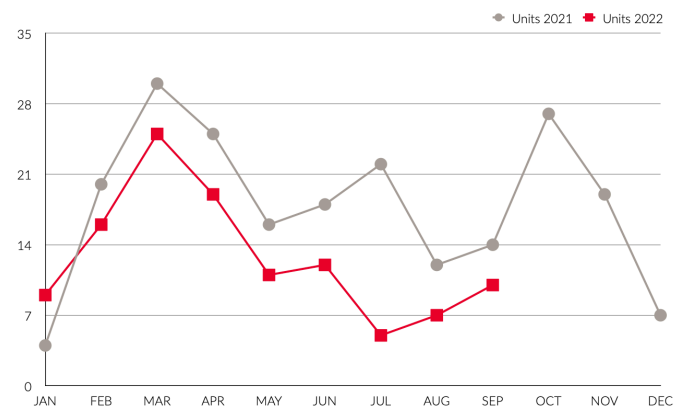
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

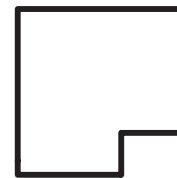
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



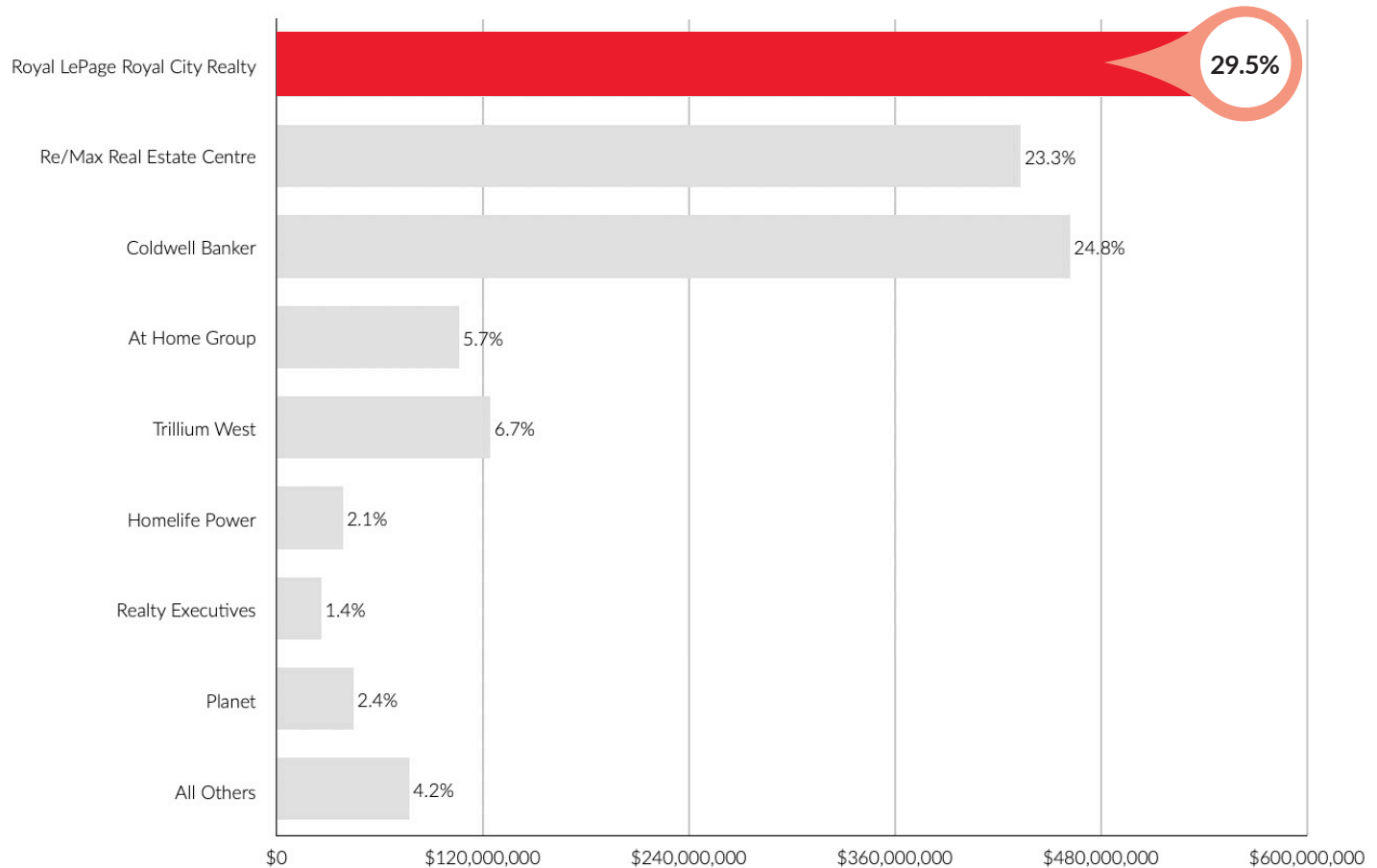
VACANT LAND

YTD Sales Volume	 \$128,965,624 -16.27%	 \$4,612,800 -58.72%	 \$21,206,900 +1,979.11%
YTD Unit Sales	 92 -31.34%	 6 -64.71%	 5 +150%
YTD Average Sale Price	 \$1,401,800 +21.96%	 \$768,800 +16.96%	 \$4,241,380 +731.64%
September Sales Volume	 \$10,648,000 -13.85%	 \$1,490,000 +19.2%	 \$899,900 Up from \$0
September Unit Sales	 7 -36.36%	 2 No Change	 1 Up From 0

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



MARKET DOMINANCE

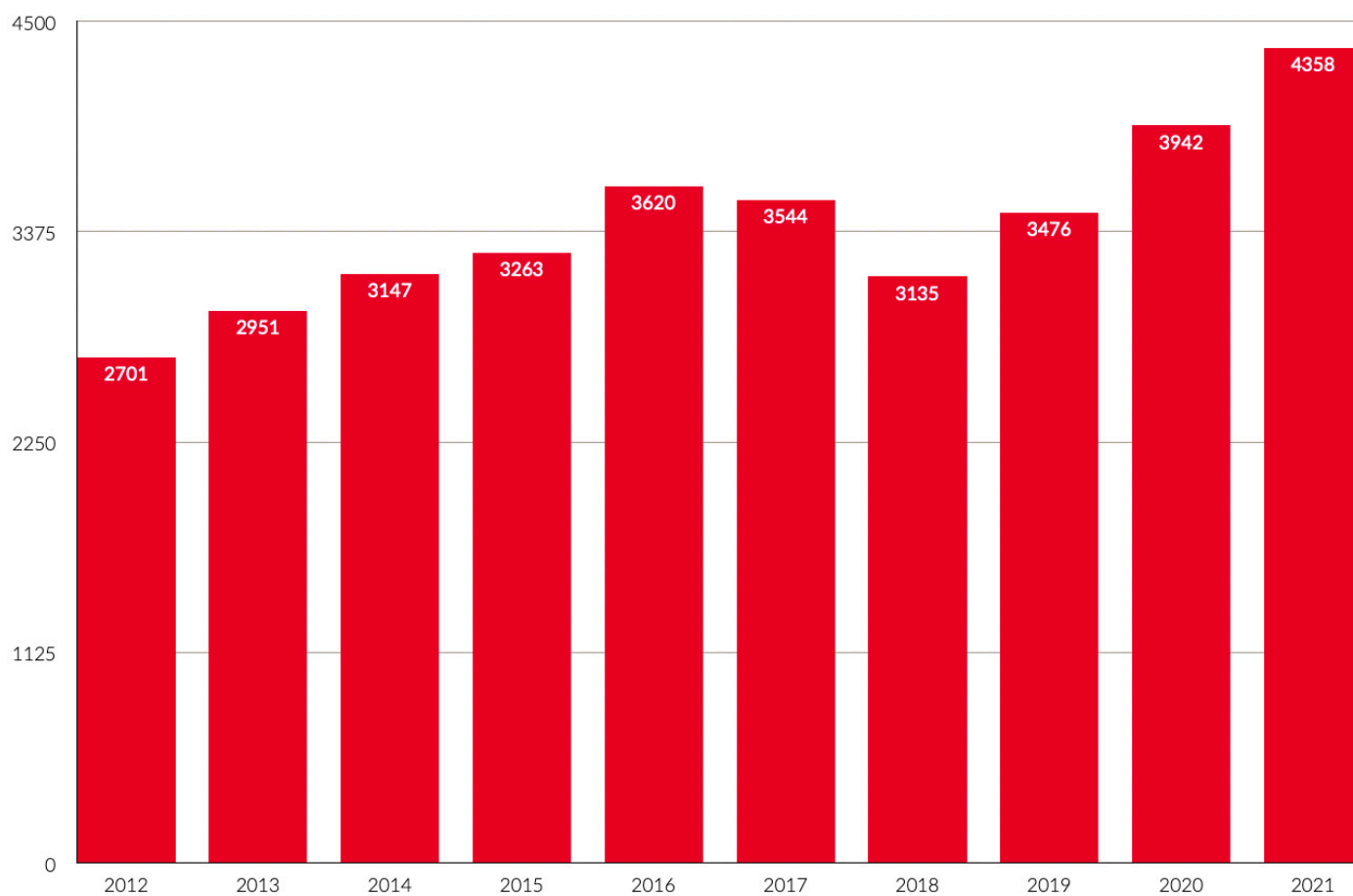


Market Share by Dollar Volume

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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