



2022 NOVEMBER

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The City of Guelph real estate market remains balanced. New listings continue to rise as unit sales remain consistently lower than this time last year. However, the year-to-date average and median sales prices are still higher than they were this time last year, which shows that this market is still good for both buyers and sellers.



November year-over-year sales volume of \$82,903,075

Down 48.59% from 2021's \$161,250,061 with unit sales of 137 down 28.27% from last November's 191. New listings of 254 are up 35.11% from a year ago, with the sales/listing ratio of 53.94% down 47.66%.



Year-to-date sales volume of \$1,709,619,172

Down 16.38% from 2021's \$2,044,626,307 with unit sales of 2,146 down 18.03% from 2021's 2,618. New listings of 3,769 are up 19.35% from a year ago, with the sales/listing ratio of 56.94% down 25.96%.



Year-to-date average sale price of \$797,728

Up from \$780,734 one year ago with median sale price of \$795,000 up from \$715,000 one year ago. Average days-on-market of 21.36 is up 9.54 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$732,950

-10.17%

Sales Volume

\$82,903,075

-48.59%

Unit Sales

137

-28.27%

New Listings

254

+35.11%

Expired Listings

32

+357.14%

Unit Sales/Listings Ratio

53.94%

-47.66%

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

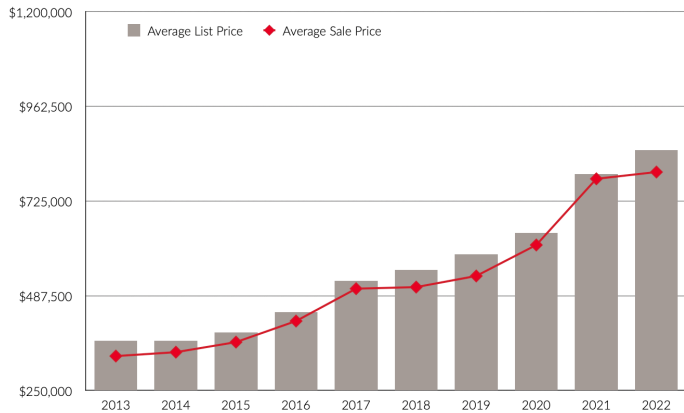


THE MARKET IN DETAIL

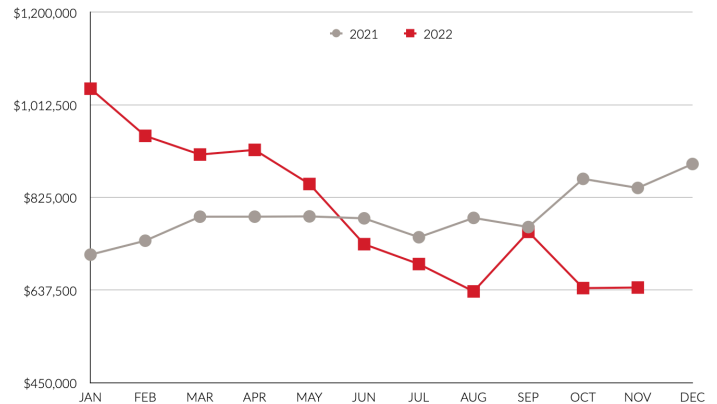
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,462,901,581	\$2,044,626,307	\$1,709,619,172	-16.38%
YTD Unit Sales	2,345	2,618	2,146	-18.03%
YTD New Listings	2,913	3,158	3,769	+19.35%
YTD Sales/Listings Ratio	80.5%	82.9%	56.94%	-25.96%
YTD Expired Listings	153	105	286	+172.38%
November Volume Sales	\$134,783,727	\$161,250,061	\$82,903,075	-48.59%
November Unit Sales	202	191	137	-28.27%
November New Listings	179	188	254	+35.11%
November Sales/Listings Ratio	112.85%	101.6%	53.94%	-47.66%
November Expired Listings	11	7	32	+357.14%
YTD Sales: \$0-\$199K	7	5	244	Up from 5
YTD Sales: \$200K-\$349K	110	19	13	-31.58%
YTD Sales: \$350K-\$549K	849	459	175	-61.87%
YTD Sales: \$550K-\$749K	960	932	484	-48.07%
YTD Sales: \$750K-\$999K	322	853	719	-15.71%
YTD Sales: \$1M+	94	359	511	+42.3%
YTD Average Days-On-Market	20.09	11.82	21.36	+80.77%
YTD Average Sale Price	\$614,811	\$780,734	\$797,728	+2.18%
YTD Median Sale Price	\$583,750	\$715,000	\$795,000	+11.19%

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

AVERAGE SALE PRICE

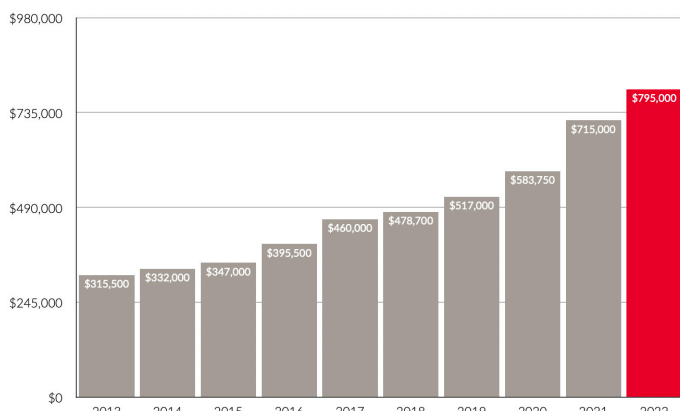


Year-Over-Year

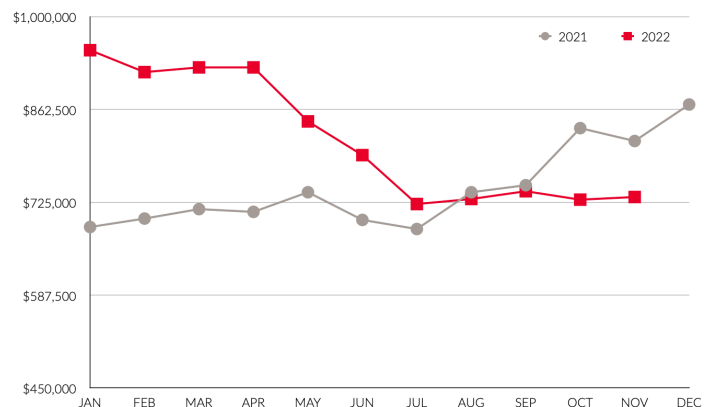


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



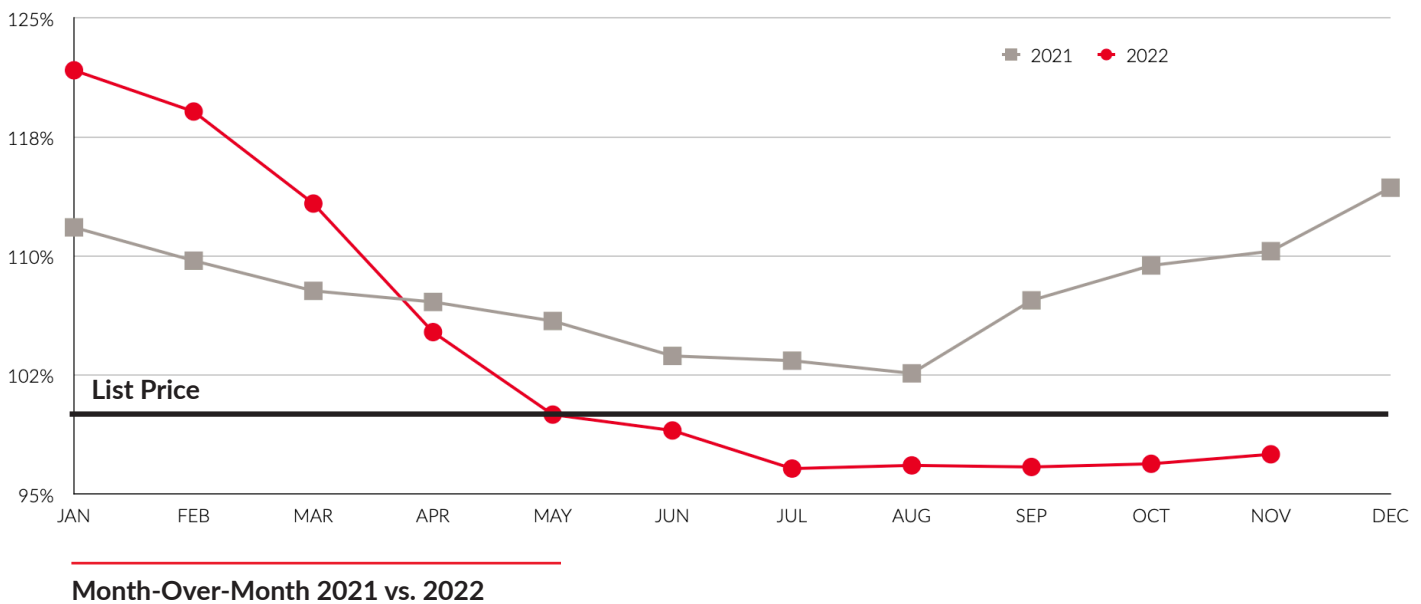
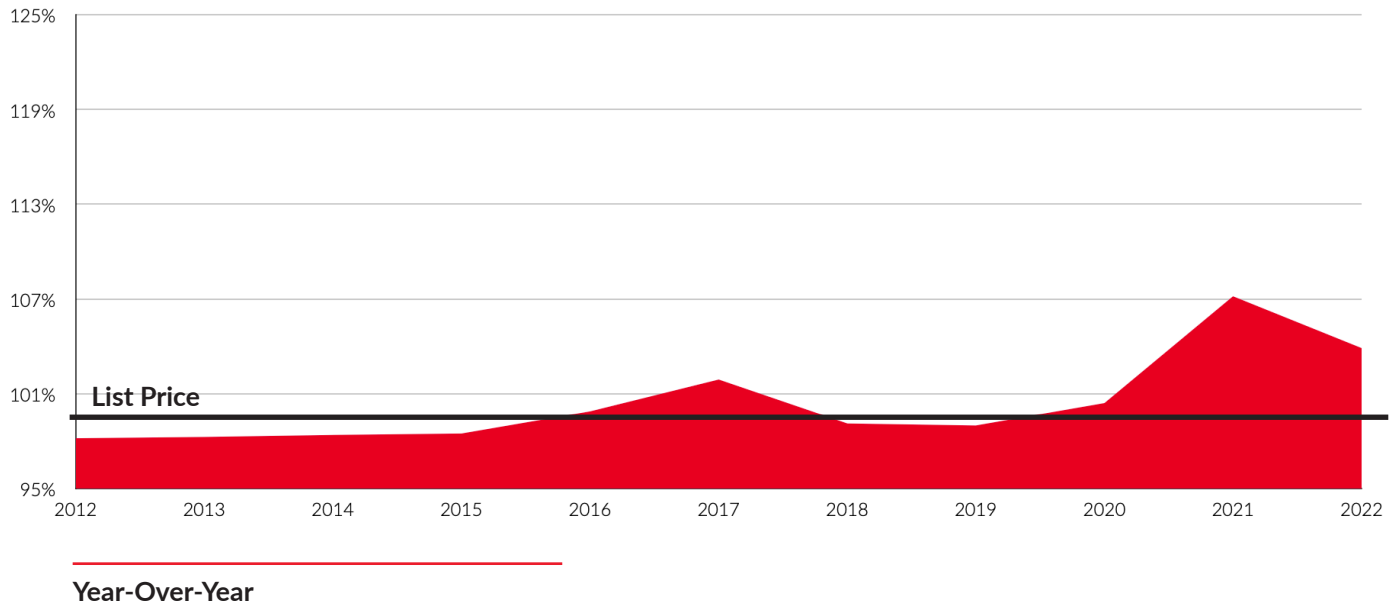
Year-Over-Year



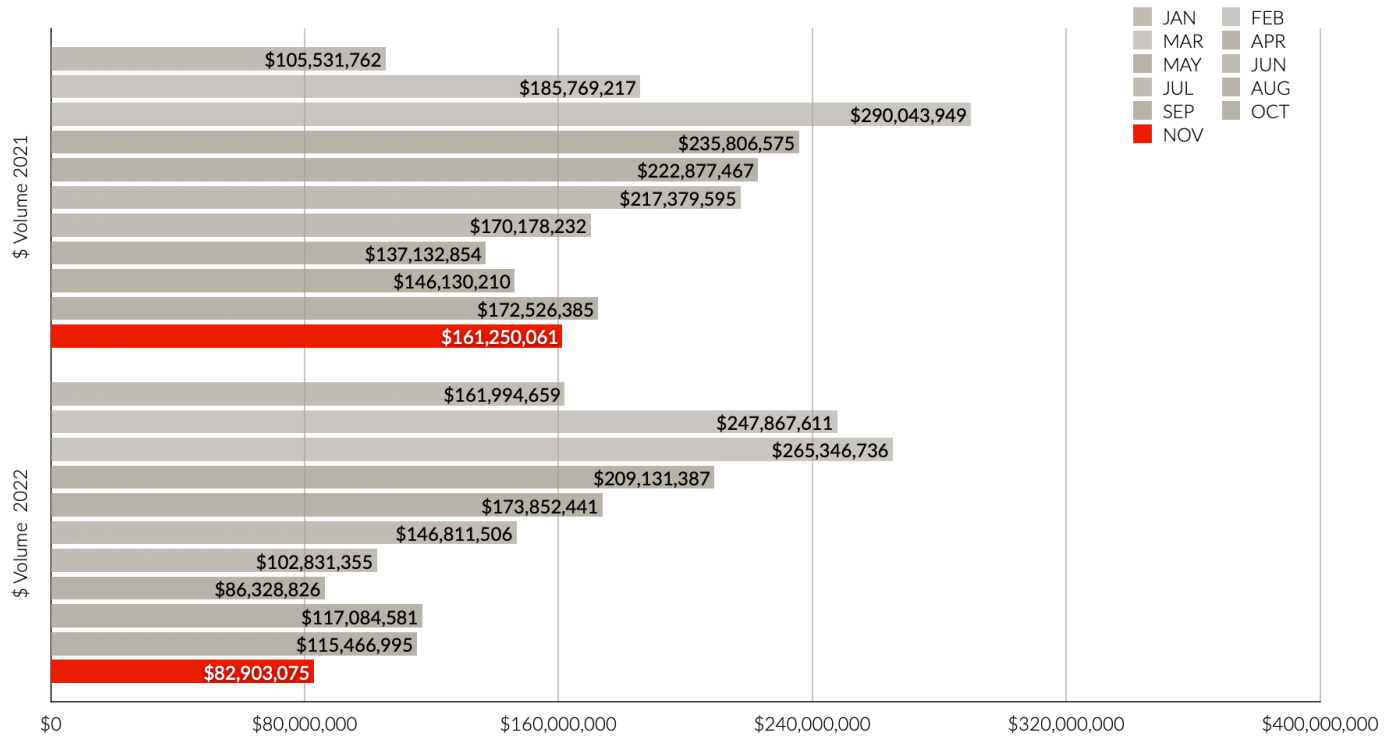
Month-Over-Month 2021 vs. 2022

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

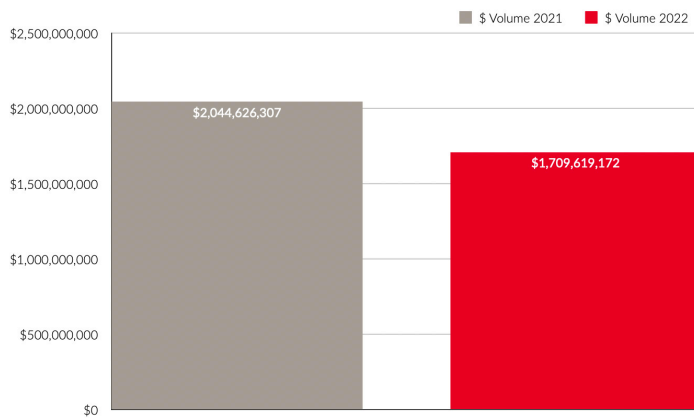
SALE PRICE VS. LIST PRICE RATIO



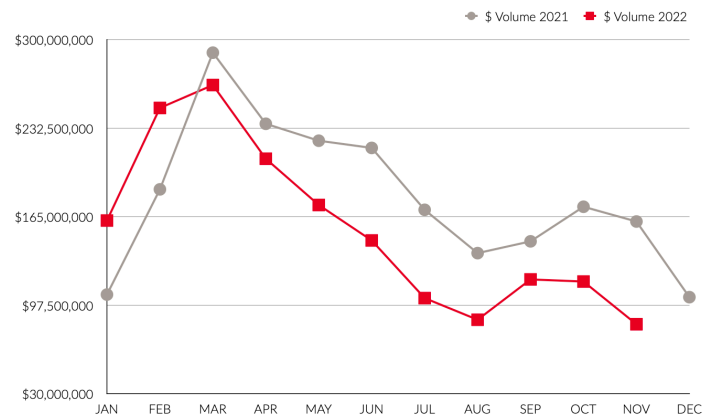
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

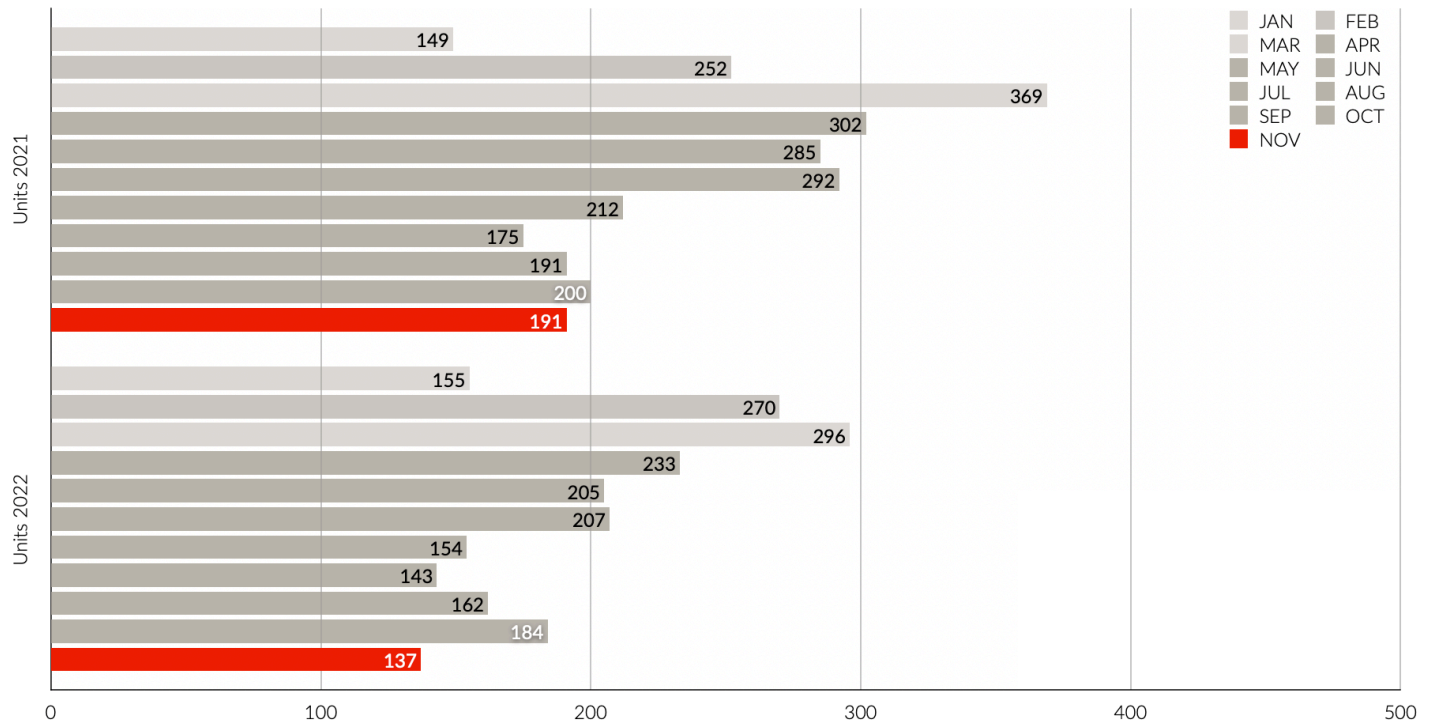


Yearly Totals 2021 vs. 2022

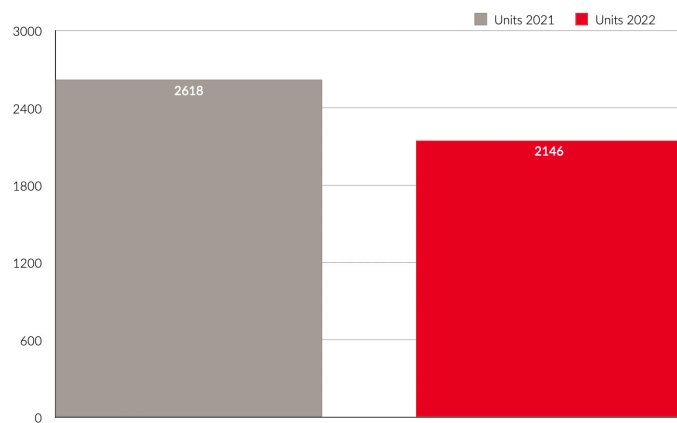


Month vs. Month 2021 vs. 2022

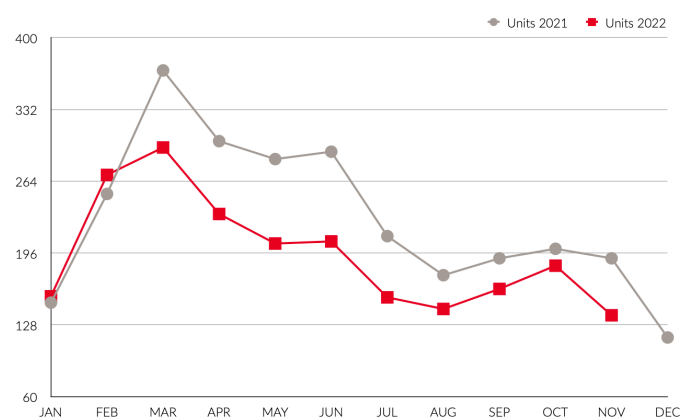
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

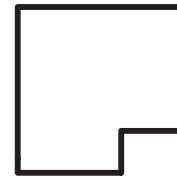
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



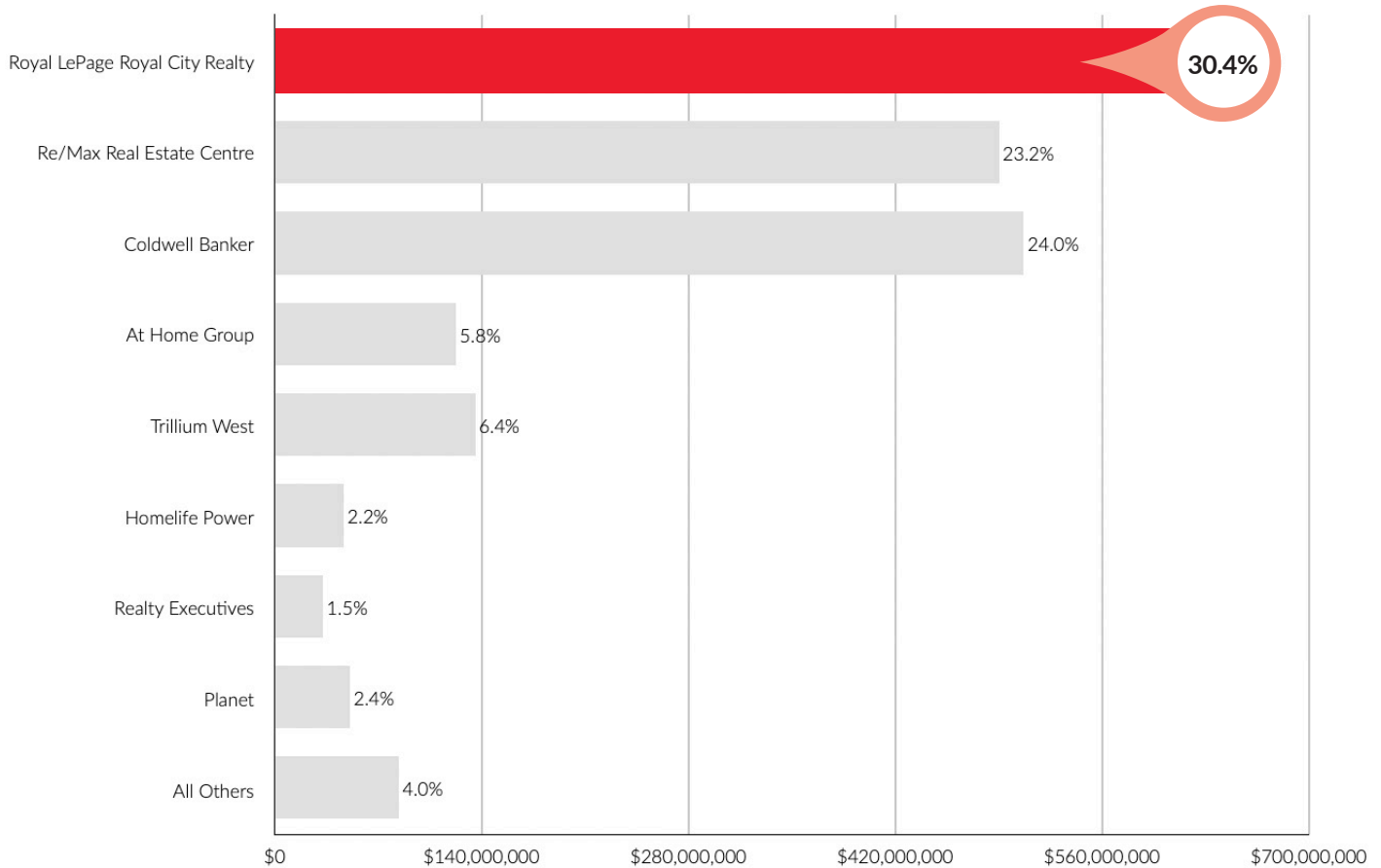
VACANT LAND

YTD Sales Volume	 \$1,190,852,782 -7.1%	 \$412,334,502 -19.5%	 \$420,000 -96.1%
YTD Unit Sales	 1,200 -25.33%	 623 -30.93%	 1 -92.9%
YTD Average Sale Price	 \$1,190,852,782 +24.41%	 \$661,853 +16.55%	 \$420,000 -44.92%
November Sales Volume	 \$57,398,946 -47.07%	 \$20,669,298 -52.12%	 \$0 No Change
November Unit Sales	 70 -37.5%	 36 -47.83t%	 0 No Change

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



MARKET DOMINANCE

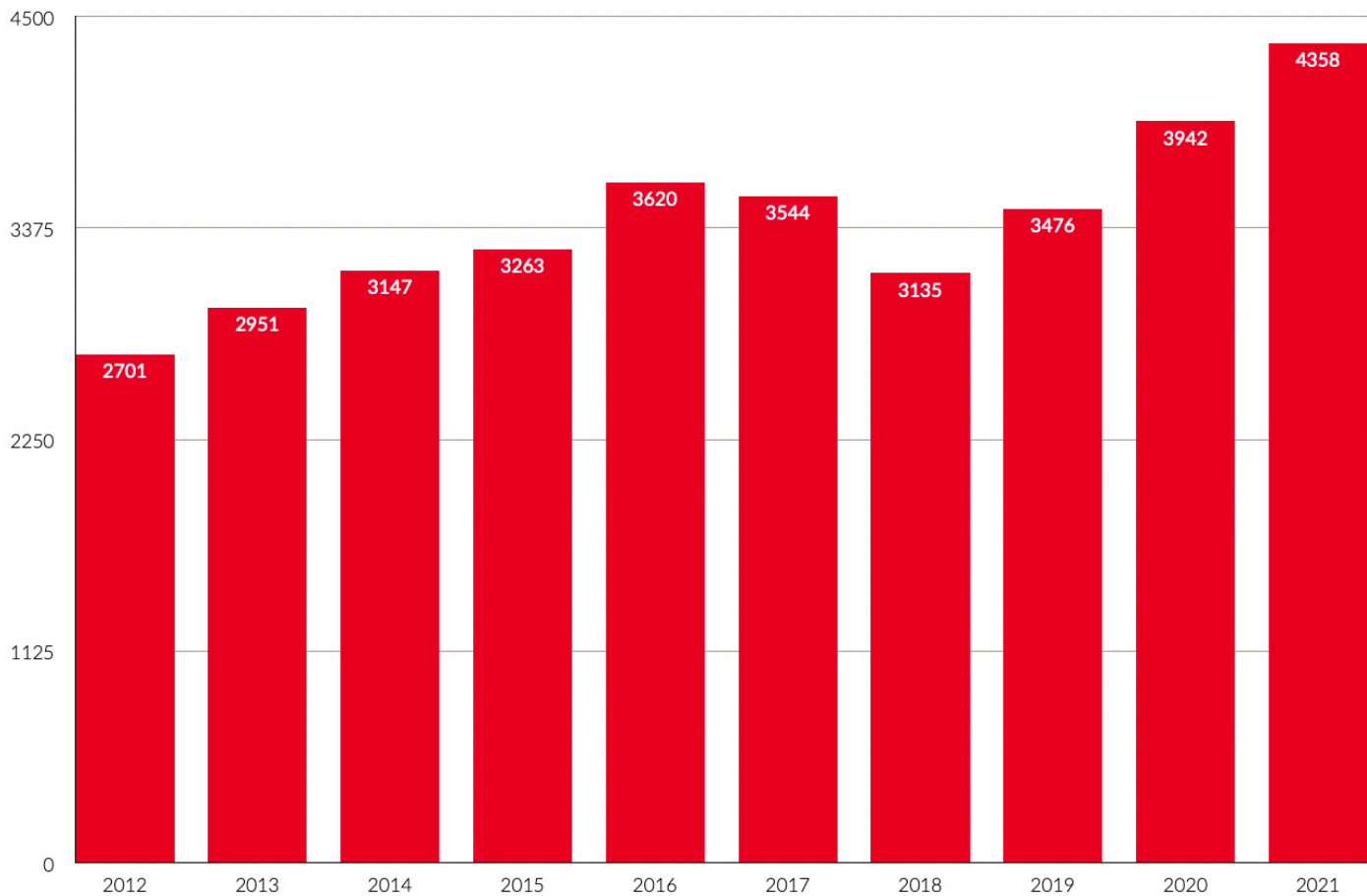


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
November 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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