



2022 OCTOBER

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 proves that this market still has a strong foundation.



October year-over-year sales volume of \$115,466,995

Down 33.07% from 2021's \$172,526,385 with unit sales of 184 down 8% from last October's 191. New listings of 249 are up 14.22% from a year ago, with the sales/listing ratio of 73.9% down 17.85%.



Year-to-date sales volume of \$1,626,716,097

Down 13.63% from 2021's \$1,883,376,246 with unit sales of 2,009 down 17.22% from 2021's 2,427. New listings of 3,515 are up 18.35% from a year ago, with the sales/listing ratio of 57.16% down 24.56%.



Year-to-date average sale price of \$813,234

Up from \$774,384 one year ago with median sale price of \$820,000 up from \$712,950 one year ago. Average days-on-market of 18.9 is up 7 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$729,000

-12.69%

Sales Volume

\$115,466,995

-33.07%

Unit Sales

184

-8%

New Listings

249

+14.22%

Expired Listings

35

+337.5%

Unit Sales/Listings Ratio

73.9%

-17.85%

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

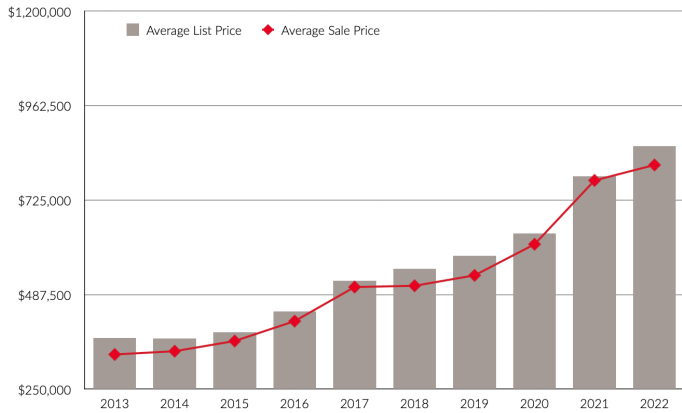


THE MARKET IN DETAIL

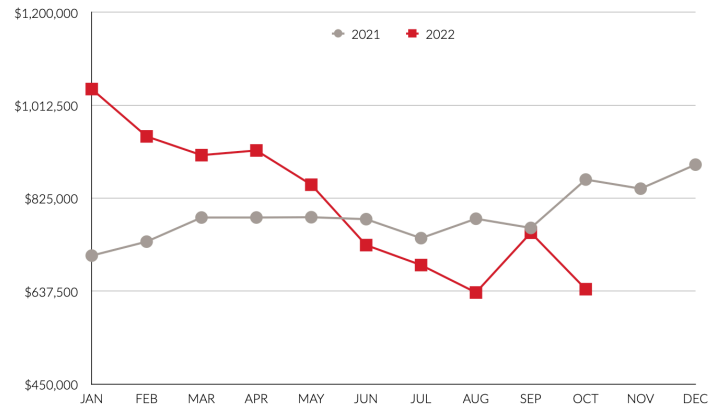
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,328,117,854	\$1,883,376,246	\$1,626,716,097	-13.63%
YTD Unit Sales	2,143	2,427	2,009	-17.22%
YTD New Listings	2,734	2,790	3,515	+18.35%
YTD Sales/Listings Ratio	78.38%	81.72%	57.16%	-24.56%
YTD Expired Listings	142	98	254	+159.18%
October Volume Sales	\$183,712,776	\$172,526,385	\$115,466,995	-33.07%
October Unit Sales	272	200	184	-8%
October New Listings	274	218	249	+14.22%
October Sales/Listings Ratio	99.27%	91.74%	73.9%	-17.85%
October Expired Listings	13	8	35	+337.5%
YTD Sales: \$0-\$199K	7	4	217	Up from 4
YTD Sales: \$200K-\$349K	105	19	13	-31.58%
YTD Sales: \$350K-\$549K	782	432	154	-64.35%
YTD Sales: \$550K-\$749K	872	888	448	-35.65%
YTD Sales: \$750K-\$999K	291	776	680	-87.63%
YTD Sales: \$1M+	83	317	497	+56.8%
YTD Average Days-On-Market	20	11.9	18.9	+58.82%
YTD Average Sale Price	\$613,986	\$774,384	\$813,234	+5.02%
YTD Median Sale Price	\$581,875	\$712,950	\$820,000	+15.02%

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

AVERAGE SALE PRICE

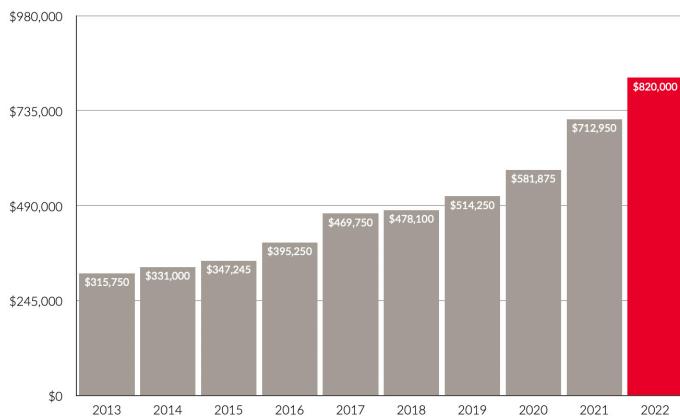


Year-Over-Year

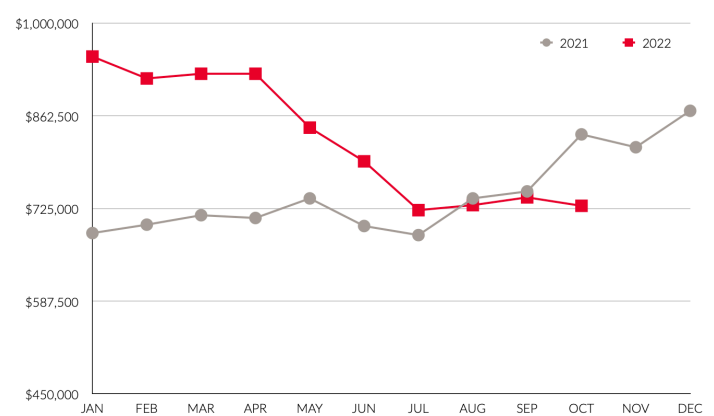


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



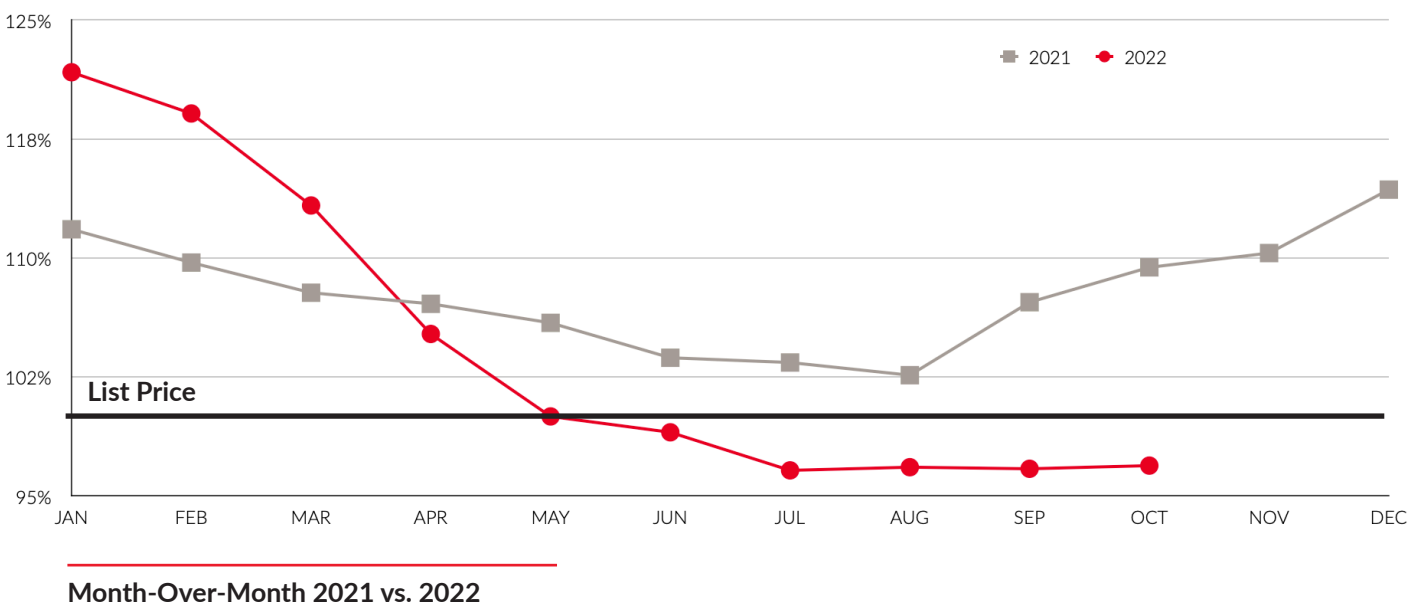
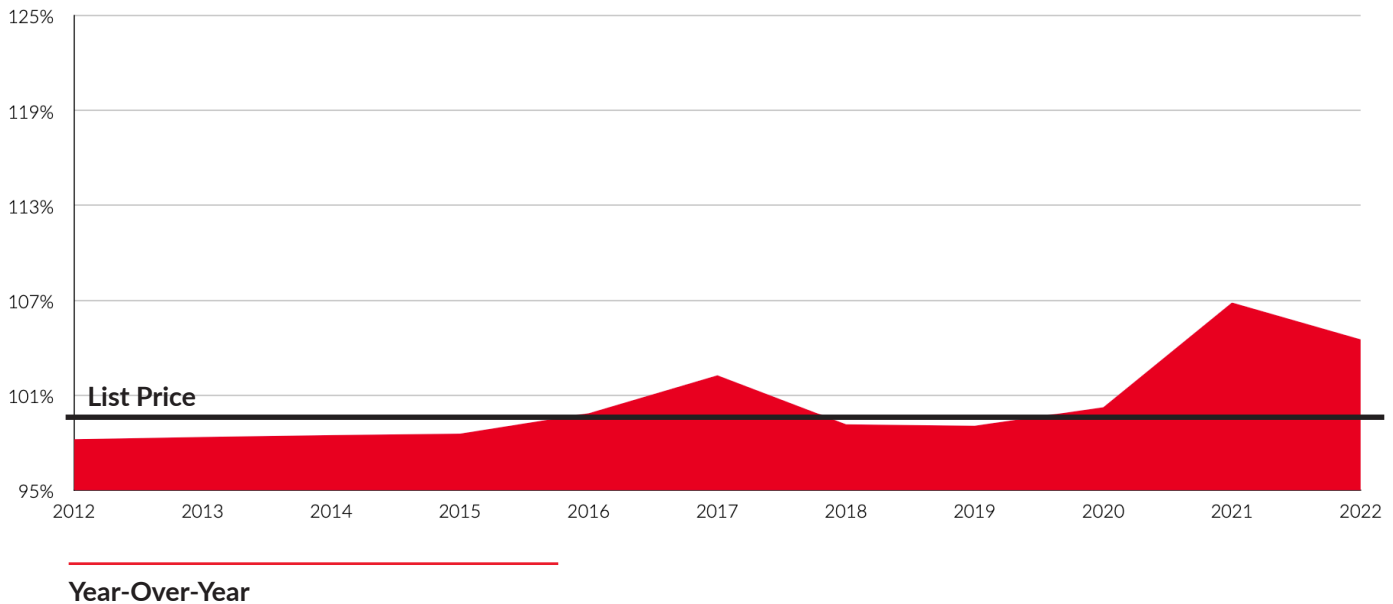
Year-Over-Year



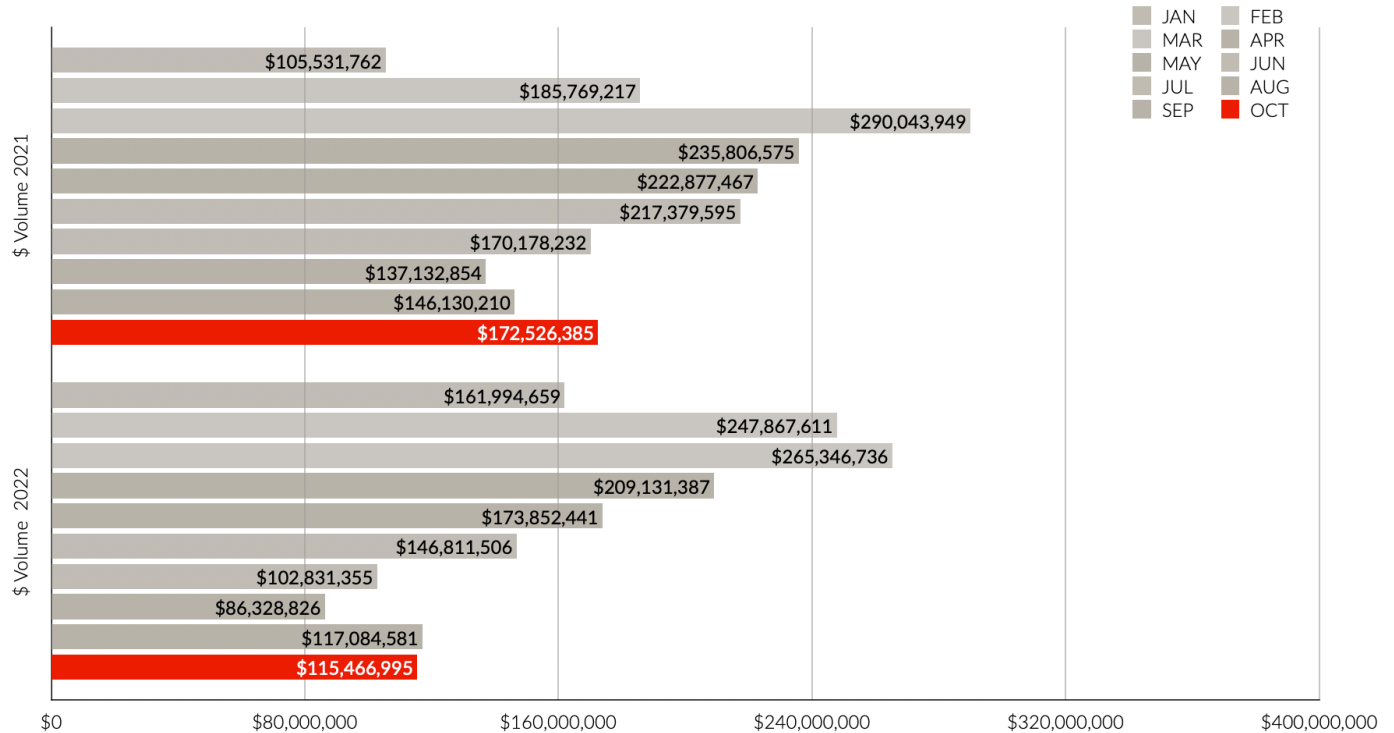
Month-Over-Month 2021 vs. 2022

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

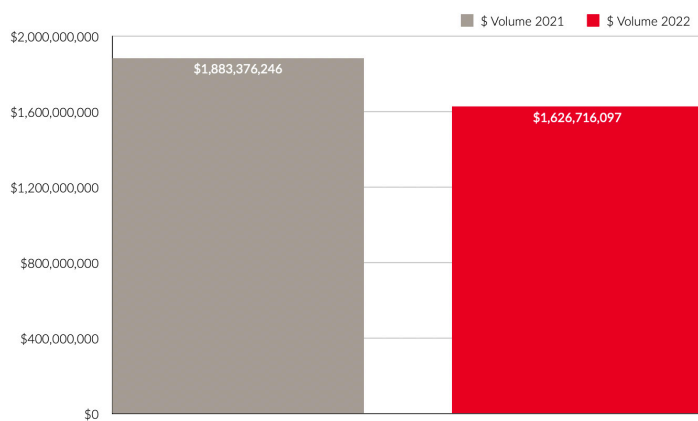
SALE PRICE VS. LIST PRICE RATIO



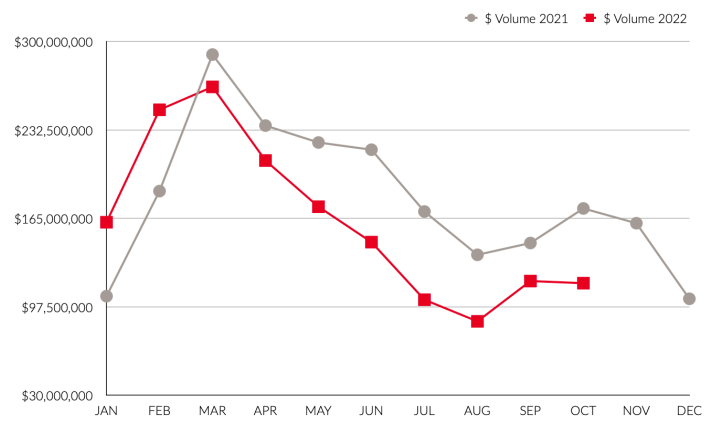
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

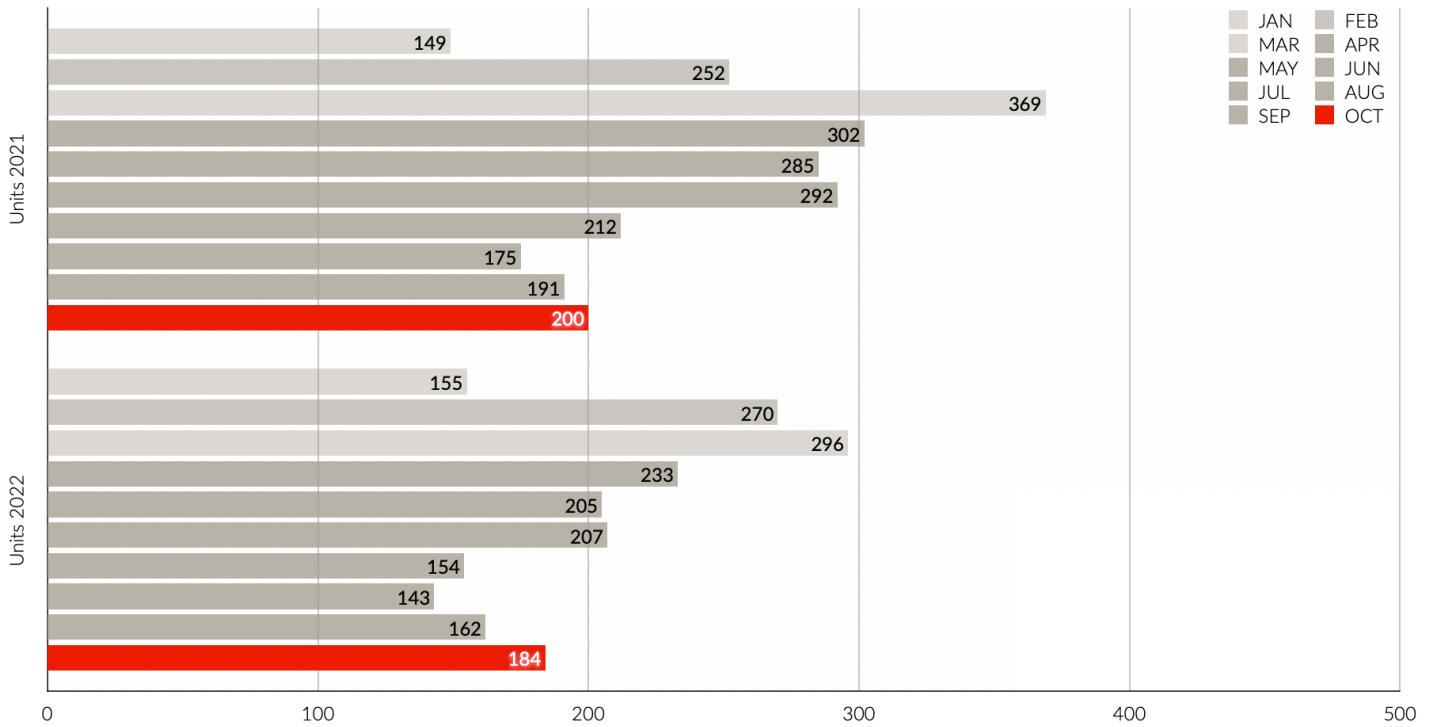


Yearly Totals 2021 vs. 2022

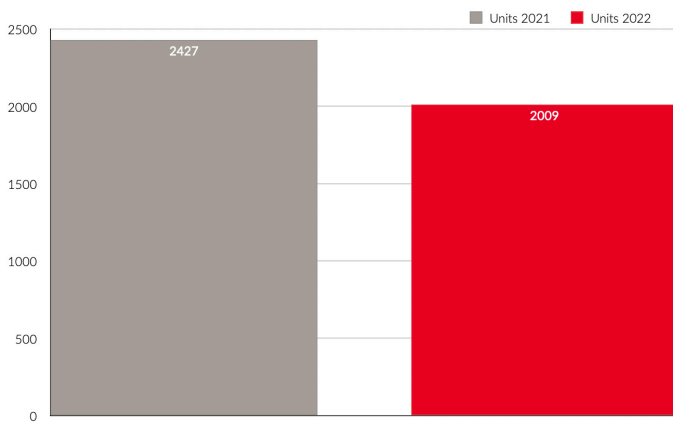


Month vs. Month 2021 vs. 2022

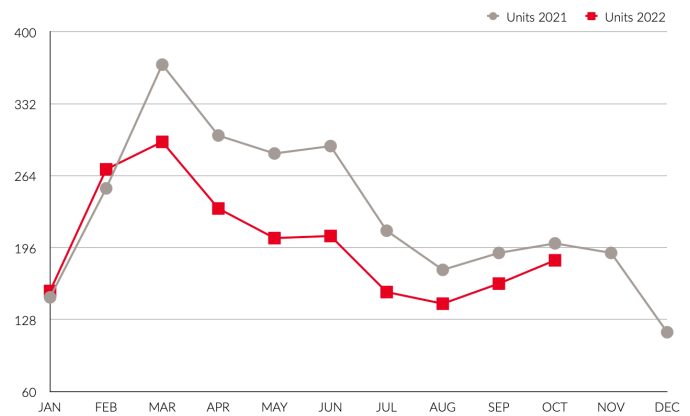
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

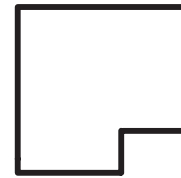
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



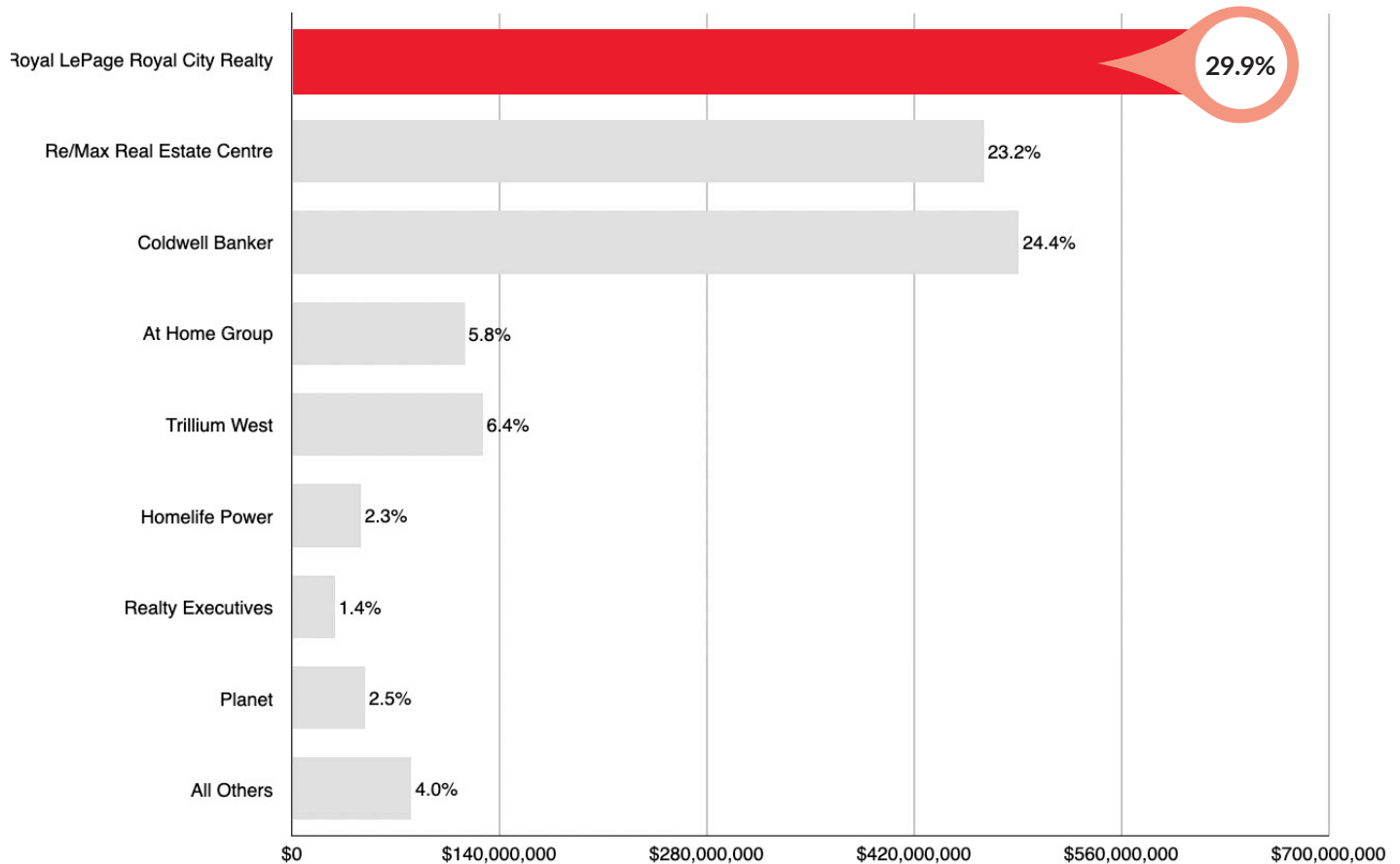
VACANT LAND

YTD Sales Volume	 \$1,133,453,836 -11.58%	 \$391,665,204 -16.5%	 \$420,000 -96.1%
YTD Unit Sales	 1,130 -24.41%	 587 -29.53%	 1 -92.9%
YTD Average Sale Price	 \$1,003,056 +16.98%	 \$667,323 +18.5%	 \$420,000 -44.92%
October Sales Volume	 \$73,670,155 -44.04%	 \$33,758,250 -2.78%	 \$0 Down From \$1,157,000
October Unit Sales	 87 -53.56%	 57 -1.72%	 0 Down From 2

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



MARKET DOMINANCE

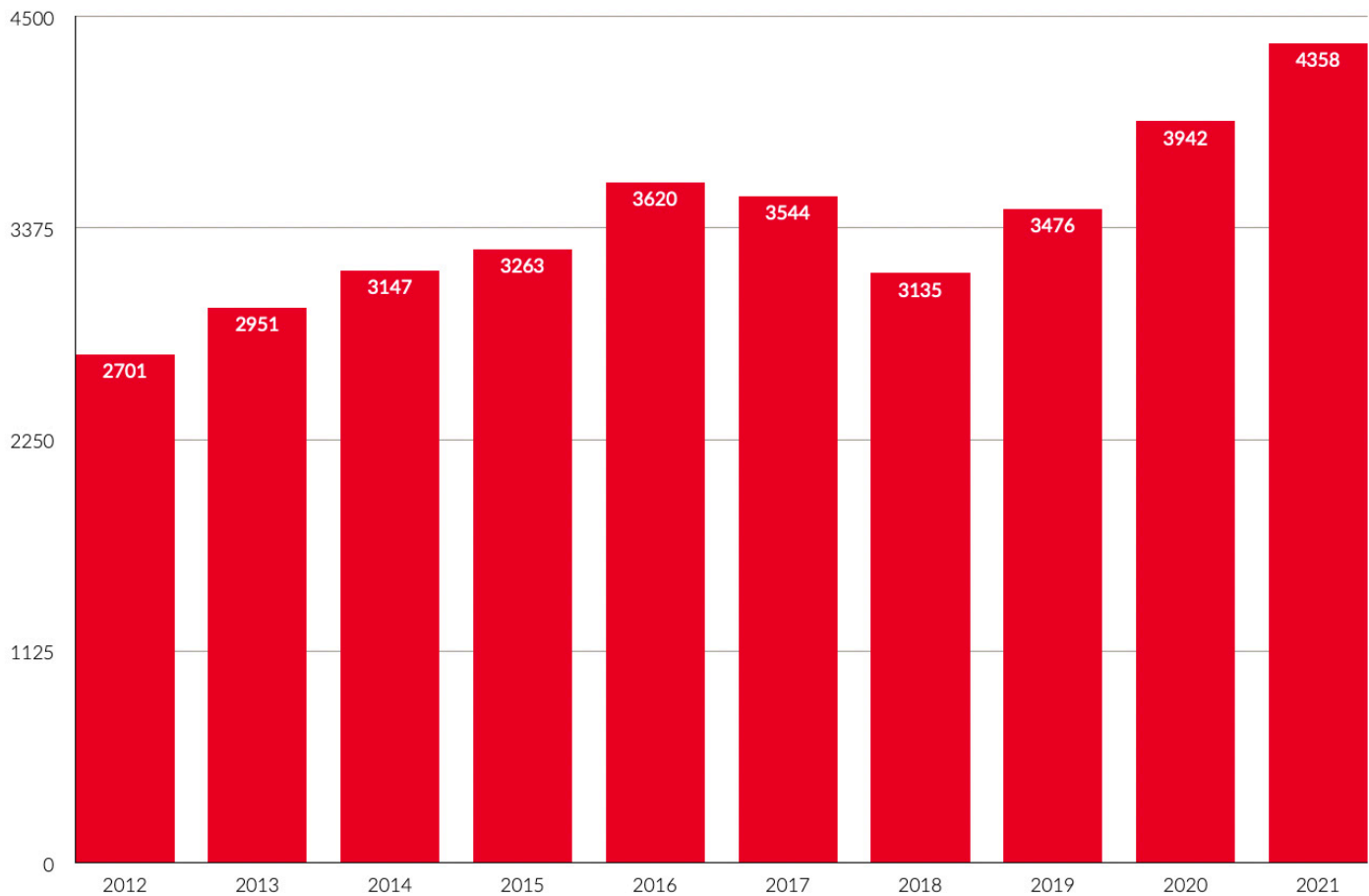


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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



/RoyalLePageRoyalCity



/RoyalCityRealty



/RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/