



# 2022 NOVEMBER

**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. The year-to-date average and median sales prices are still higher than this time last year, which shows that this market will have a strong foundation as it enters the holiday season.



**November year-over-year sales volume of \$11,131,100**

Down 55.04% from 2021's \$24,759,544 with unit sales of 17 down 10.53% from last November's 19. New listings of 22 are up from the 20 in 2021, with the sales/listing ratio of 77.27% down from 95% in 2021.



**Year-to-date sales volume of \$190,289,024**

Down 24.26% from 2021's \$251,243,919 with unit sales of 143 down 30.92% from last November's 207. New listings of 295 are up 5.36% from a year ago, with the sales/listing ratio of 48.47% down 25.45%.



**Year-to-date average sale price of \$1,391,867**

Up from \$1,180,174 one year ago with median sale price of \$1,107,000 up from \$1,100,000 one year ago. Average days-on-market of 32.91 is up 14.27 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$840,000**

-33.73%

Sales Volume

**\$11,131,100**

-55.04%

Unit Sales

**17**

-10.53%

New Listings

**22**

+10%

Expired Listings

**4**

+33.33%

Unit Sales/Listings Ratio

**77.27%**

-17.73%

*Year-over-year comparison*

*(November 2022 vs. November 2021)*



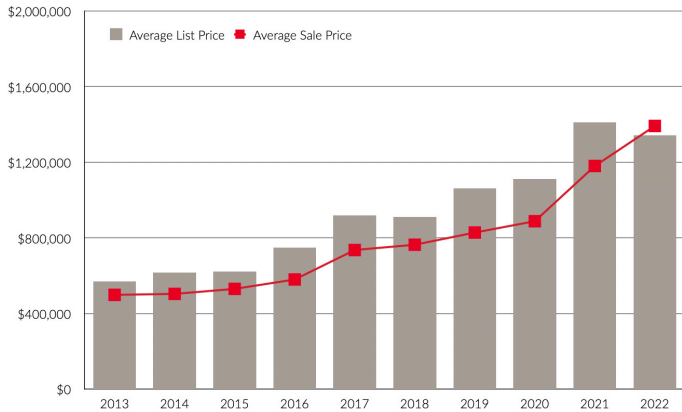


# THE MARKET IN DETAIL

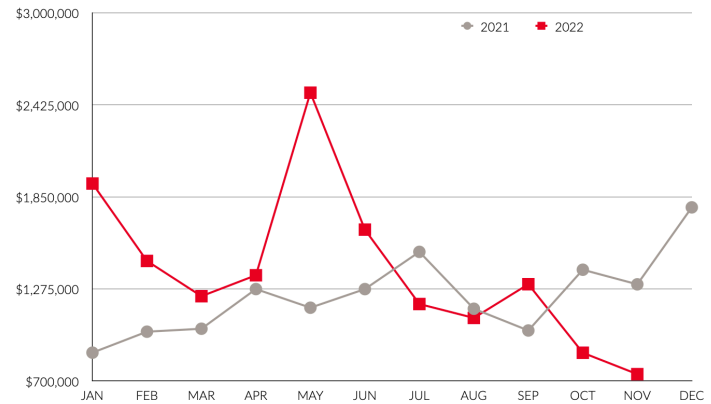
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$170,732,666	\$251,243,919	\$190,289,024	-24.26%
<b>YTD Unit Sales</b>	182	207	143	-30.92%
<b>YTD New Listings</b>	227	280	295	+5.36%
<b>YTD Sales/Listings Ratio</b>	80.18%	73.93%	48.47%	-25.45%
<b>YTD Expired Listings</b>	24	9	27	+200%
<b>November Volume Sales</b>	\$26,066,300	\$24,759,544	\$11,131,100	-55.04%
<b>November Unit Sales</b>	24	19	17	-10.53%
<b>November New Listings</b>	13	20	22	+10%
<b>November Sales/Listings Ratio</b>	184.62%	95%	77.27%	-17.73%
<b>November Expired Listings</b>	0	3	4	+33.33%
<b>YTD Sales: \$0-\$199K</b>	0	0	9	Up from 0
<b>YTD Sales: \$200K-\$349K</b>	3	0	1	Up from 0
<b>YTD Sales: \$350K-\$549K</b>	16	8	4	-50%
<b>YTD Sales: \$550K-\$749K</b>	43	23	7	-69.57%
<b>YTD Sales: \$750K-\$999K</b>	75	52	34	-34.62%
<b>YTD Sales: \$1M+</b>	46	124	88	-29.03%
<b>YTD Average Days-On-Market</b>	48.55	18.64	32.91	+76.59%
<b>YTD Average Sale Price</b>	\$888,006	\$1,180,174	\$1,391,867	+17.94%
<b>YTD Median Sale Price</b>	\$780,000	\$1,100,000	\$1,107,000	+0.64%

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

# AVERAGE SALE PRICE

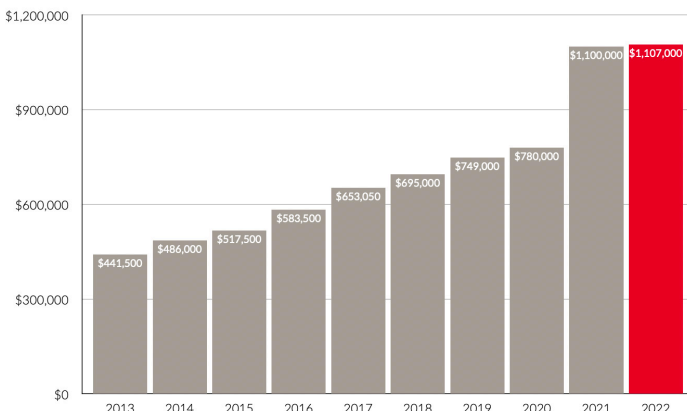


Year-Over-Year

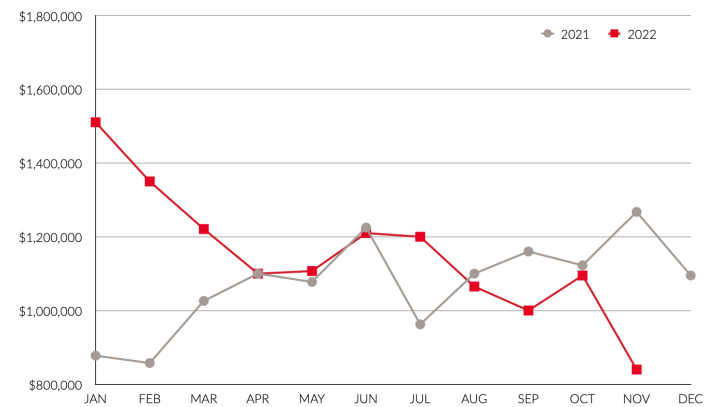


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



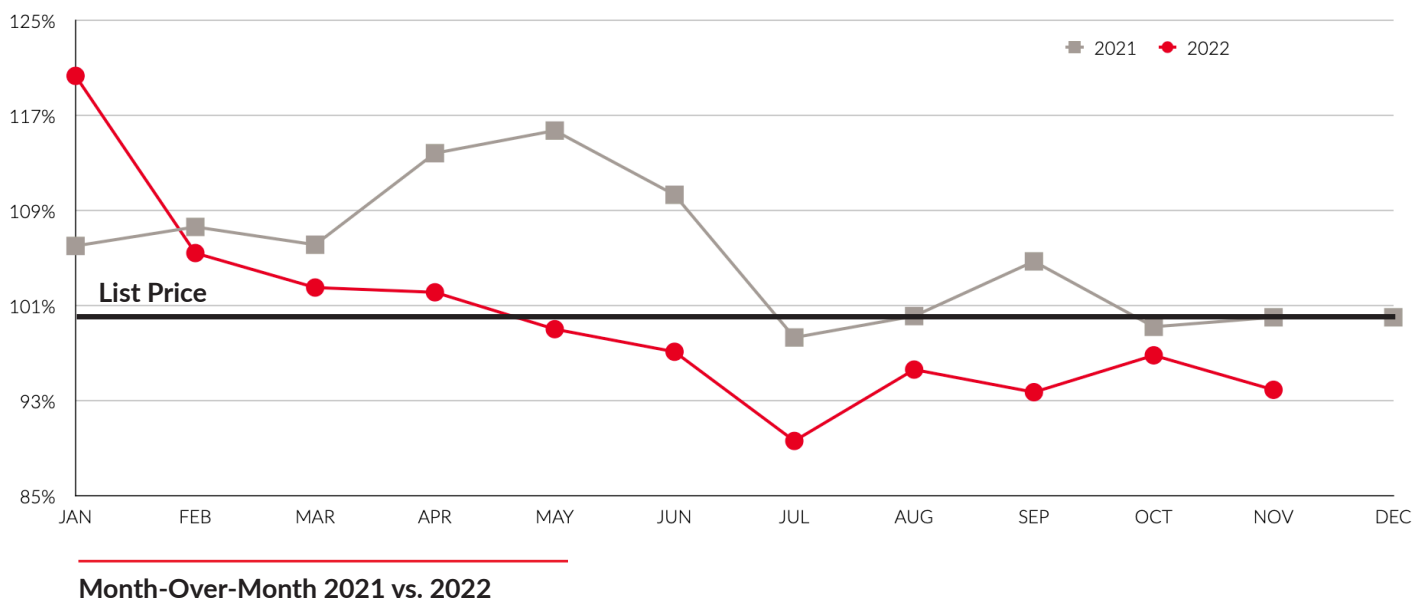
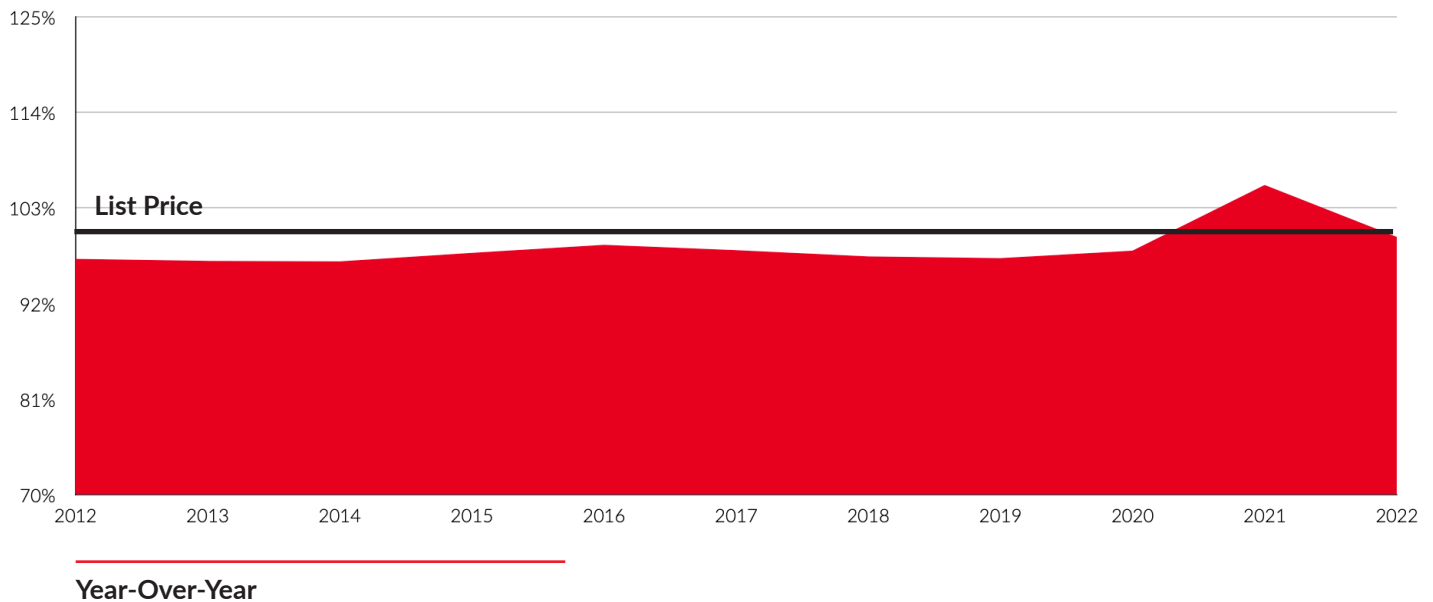
Year-Over-Year



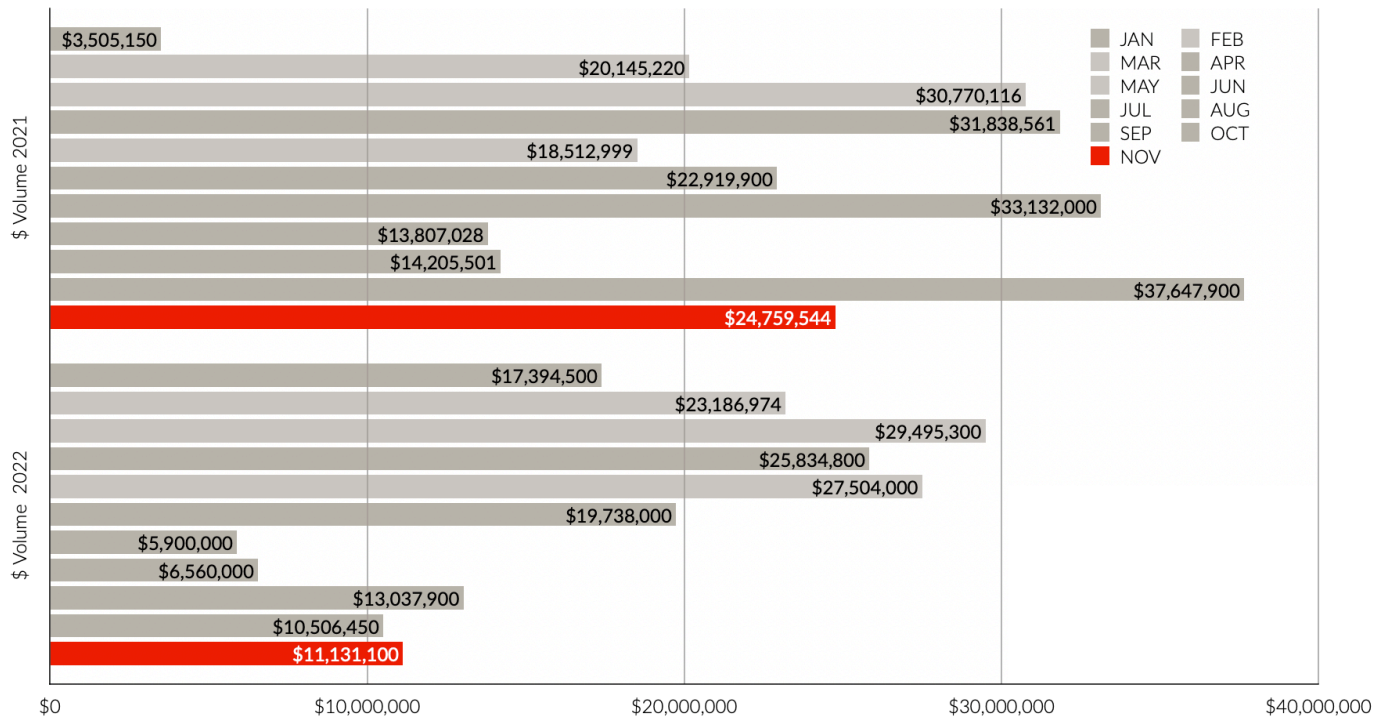
Month-Over-Month 2021 vs. 2022

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

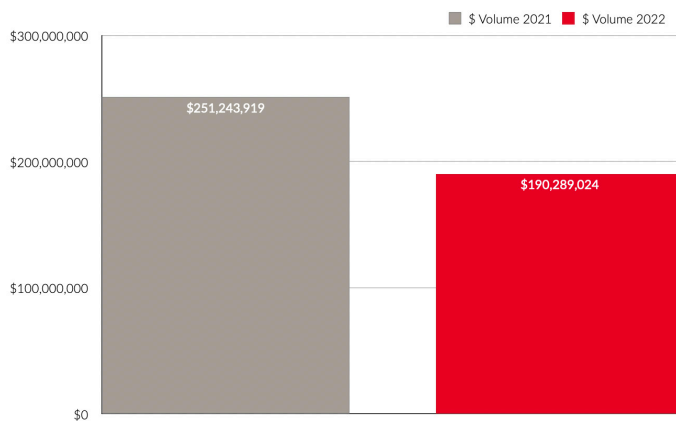
# SALE PRICE VS. LIST PRICE RATIO



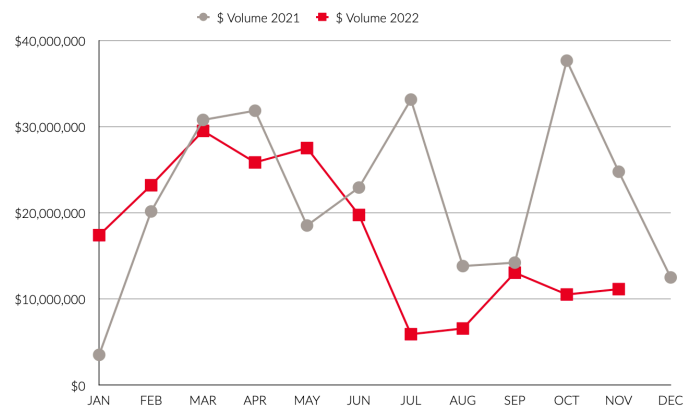
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

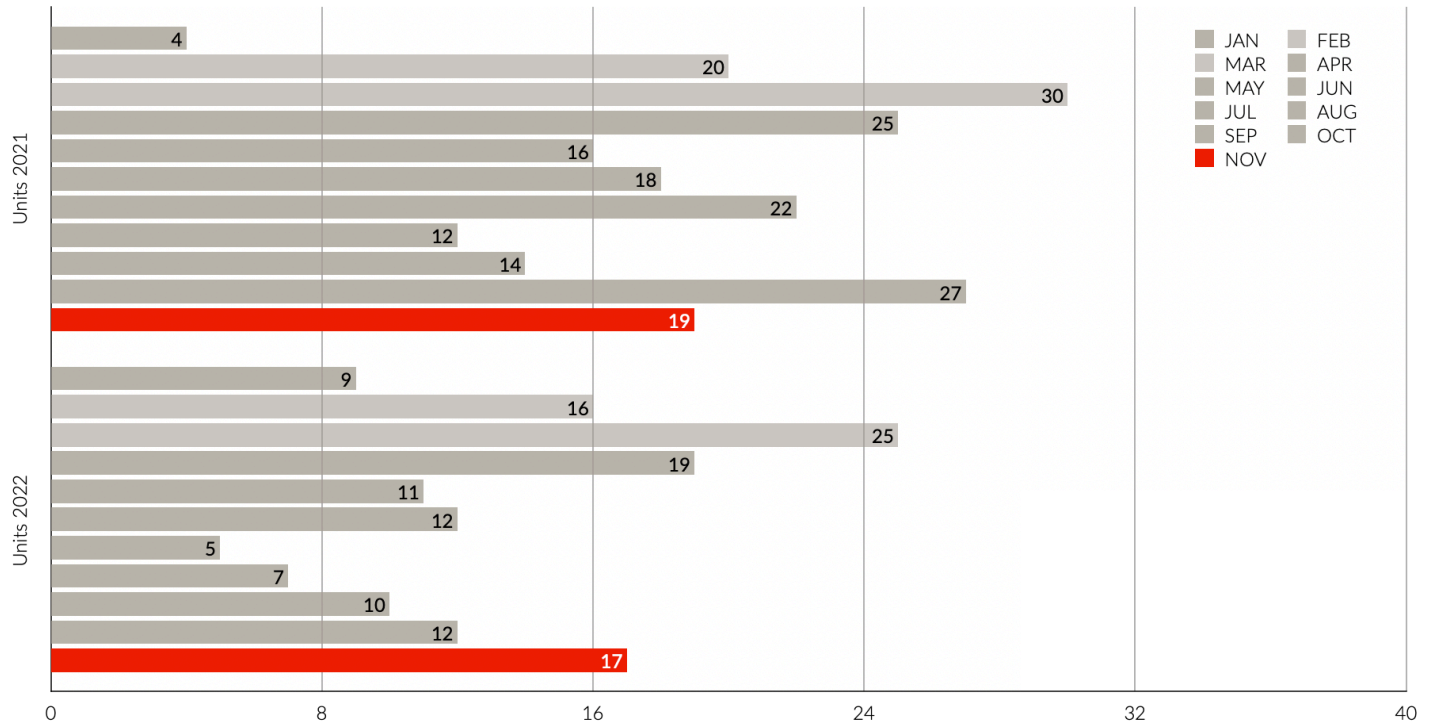


Yearly Totals 2021 vs. 2022

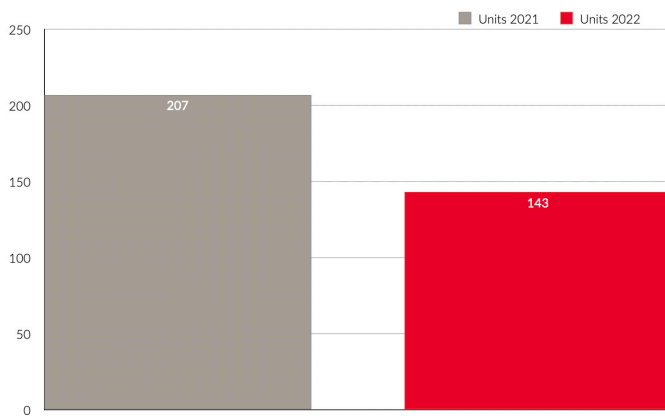


Month vs. Month 2021 vs. 2022

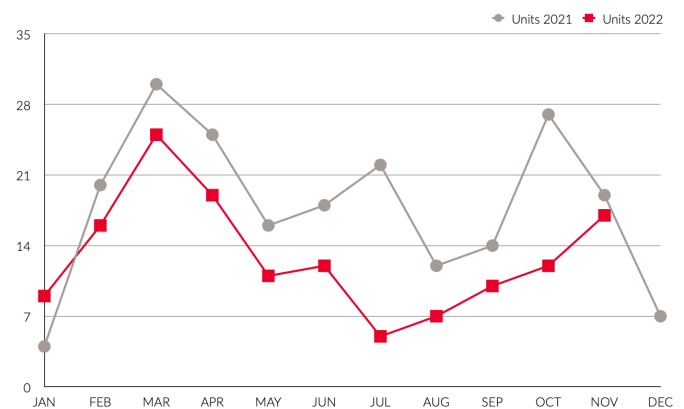
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

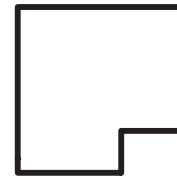
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

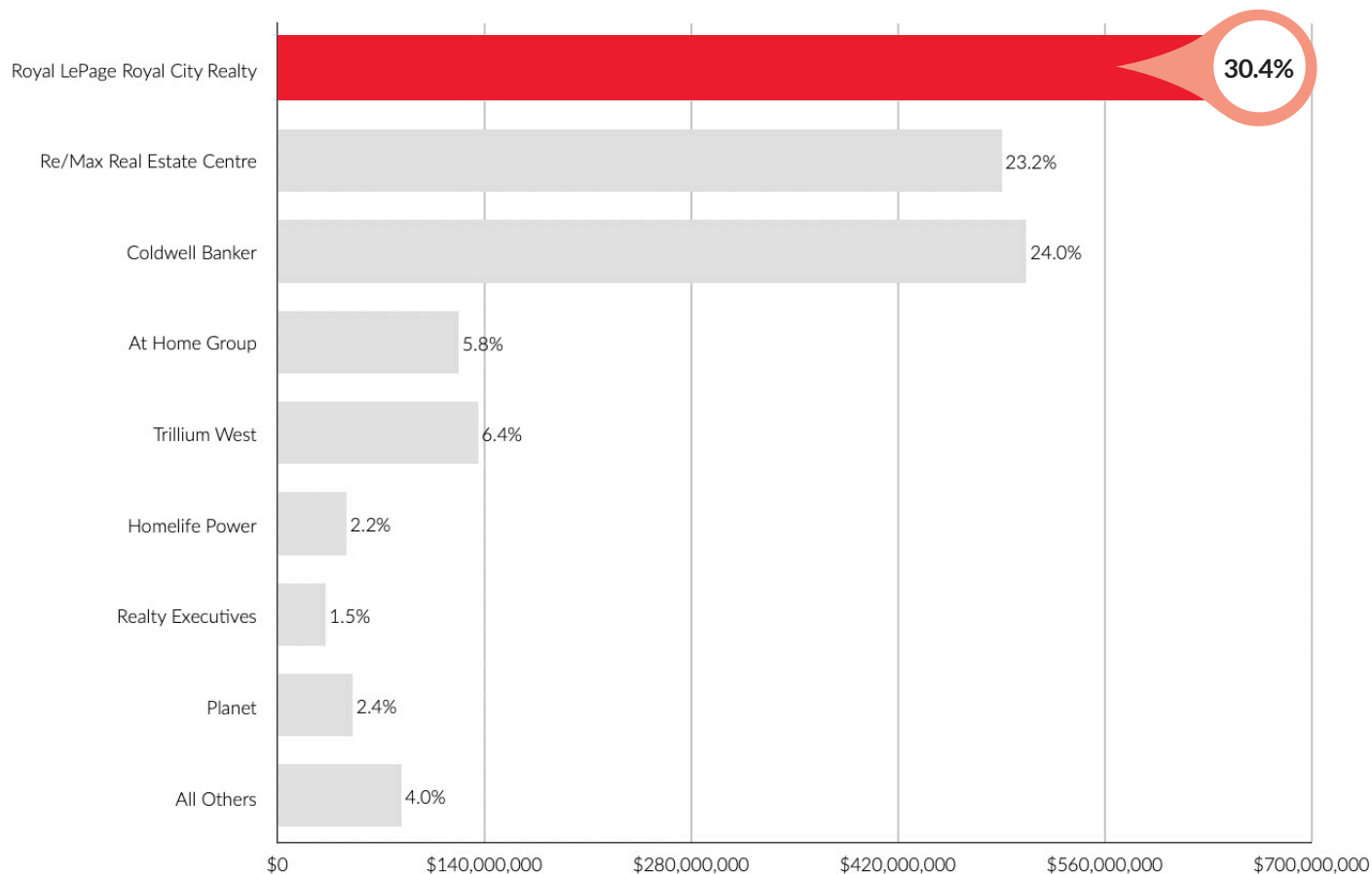
YTD Sales Volume	 <b>\$143,481,124</b> -30.99%	 <b>\$7,707,800</b> -31.02%	 <b>\$22,806,900</b> +1,303.5%
YTD Unit Sales	 <b>107</b> -39.2%	 <b>10</b> -41.18%	 <b>7</b> +133.3%
YTD Average Sale Price	 <b>\$1,340,945</b> +13.51%	 <b>\$770,780</b> +17.26%	 <b>\$3,258,128</b> +501.5%
November Sales Volume	 <b>\$5,885,000</b> -74.31%	 <b>\$2,185,000</b> Up from \$0	 <b>\$1,600,000</b> Up from 0
November Unit Sales	 <b>7</b> -61.11%	 <b>3</b> Up from 0	 <b>2</b> Up from 0

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





# MARKET DOMINANCE

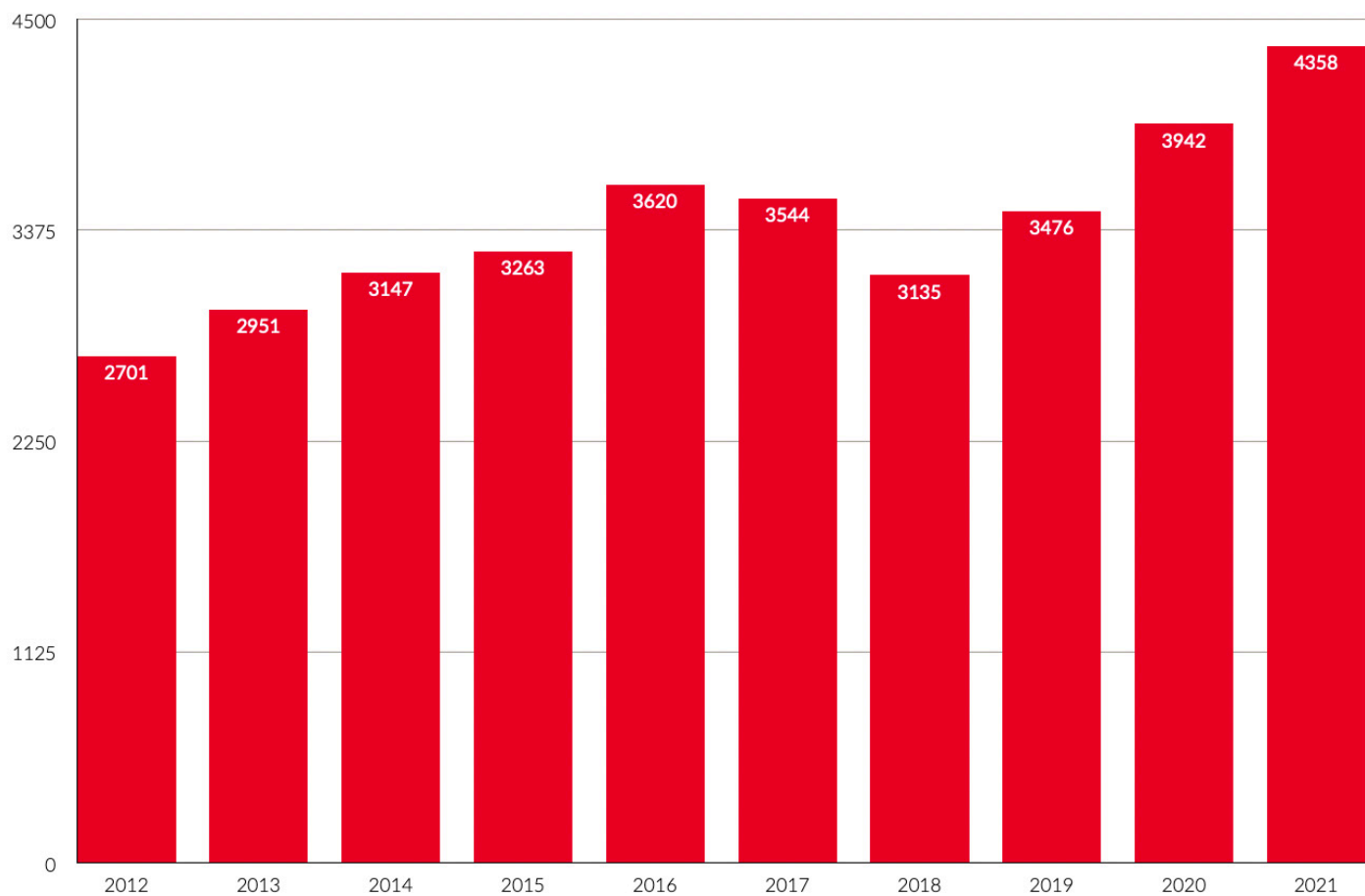


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
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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