



# 2022 OCTOBER

## **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 proves that this market still has a solid foundation.



### October year-over-year sales volume of \$10,506,450

Down 72.09% from 2021's \$37,647,900 with unit sales of 12 down 55.56% from last October's 27. New listings of 24 are up from the 21 in 2021, with the sales/listing ratio of 50% down from 128.57% in 2021.



### Year-to-date sales volume of \$179,157,924

Down 20.9% from 2021's \$226,484,375 with unit sales of 126 down 32.98% from last October's 188. New listings of 273 are up 5% from a year ago, with the sales/listing ratio of 46.15% down 26.15%.



### Year-to-date average sale price of \$1,456,846

Up from \$1,167,878 one year ago with median sale price of \$1,153,500 up from \$1,088,750 one year ago. Average days-on-market of 30.6 is up 12.9 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$1,095,000**

-2.45%

Sales Volume

**\$10,506,450**

-72.09%

Unit Sales

**12**

-55.56%

New Listings

**24**

+14.29%

Expired Listings

**3**

Up from 10

Unit Sales/Listings Ratio

**50%**

-78.57%

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



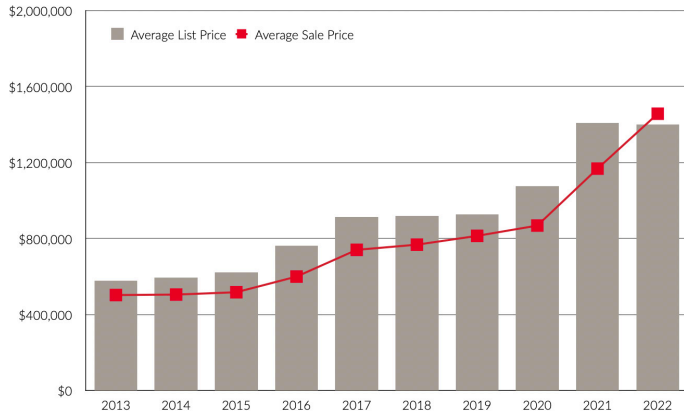


# THE MARKET IN DETAIL

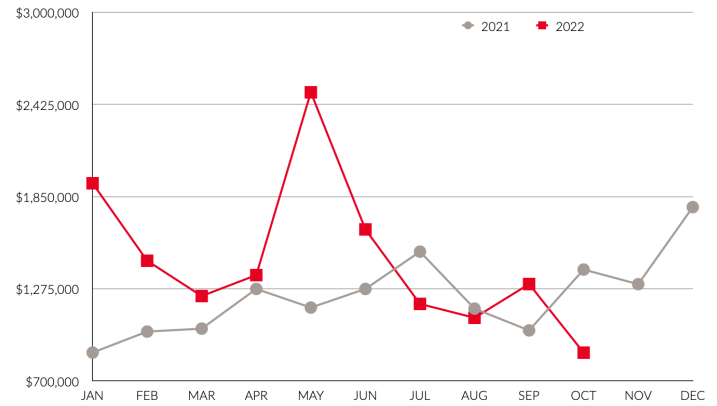
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$144,666,366	\$226,484,375	\$179,157,924	-20.9%
<b>YTD Unit Sales</b>	158	188	126	-32.98%
<b>YTD New Listings</b>	214	260	273	+5%
<b>YTD Sales/Listings Ratio</b>	73.83%	72.31%	46.15%	-26.15%
<b>YTD Expired Listings</b>	24	6	23	+283.33%
<b>October Volume Sales</b>	\$20,955,800	\$37,647,900	\$10,506,450	-72.09%
<b>October Unit Sales</b>	22	27	12	-55.56%
<b>October New Listings</b>	28	21	24	+14.29%
<b>October Sales/Listings Ratio</b>	78.57%	128.53%	50%	-78.57%
<b>October Expired Listings</b>	0	0	3	Up from 0
<b>YTD Sales: \$0-\$199K</b>	0	0	6	Up from 0
<b>YTD Sales: \$200K-\$349K</b>	3	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	14	8	1	-87.5%
<b>YTD Sales: \$550K-\$749K</b>	40	22	5	-77.27%
<b>YTD Sales: \$750K-\$999K</b>	64	48	31	-35.42%
<b>YTD Sales: \$1M+</b>	38	110	83	-24.55%
<b>YTD Average Days-On-Market</b>	47.4	17.7	30.6	+72.88%
<b>YTD Average Sale Price</b>	\$868,197	\$1,167,878	\$1,456,846	+24.74%
<b>YTD Median Sale Price</b>	\$767,500	\$1,088,750	\$1,153,500	+5.95%

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

# AVERAGE SALE PRICE

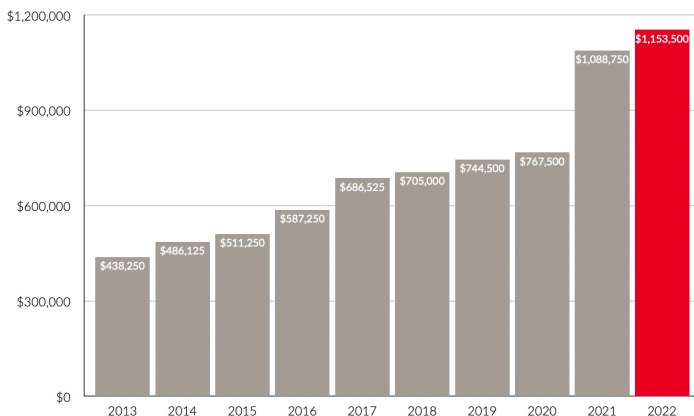


Year-Over-Year

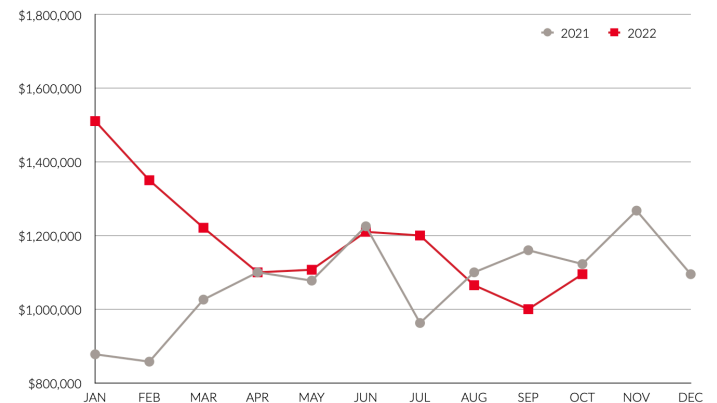


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



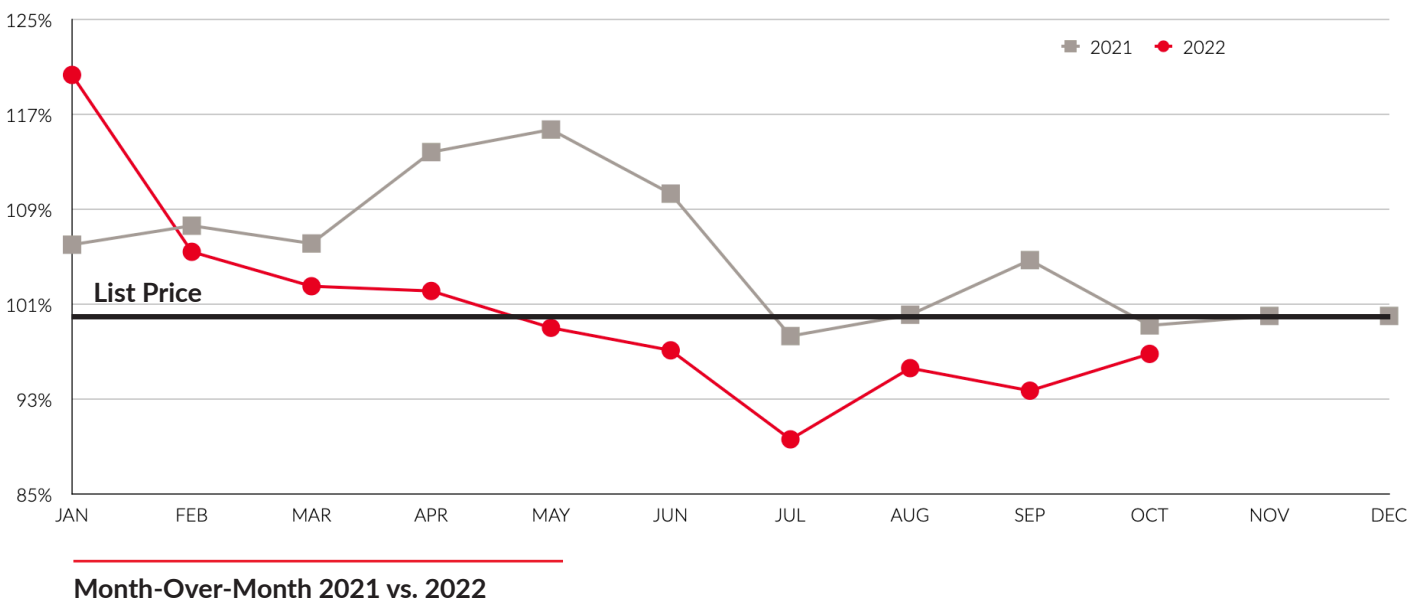
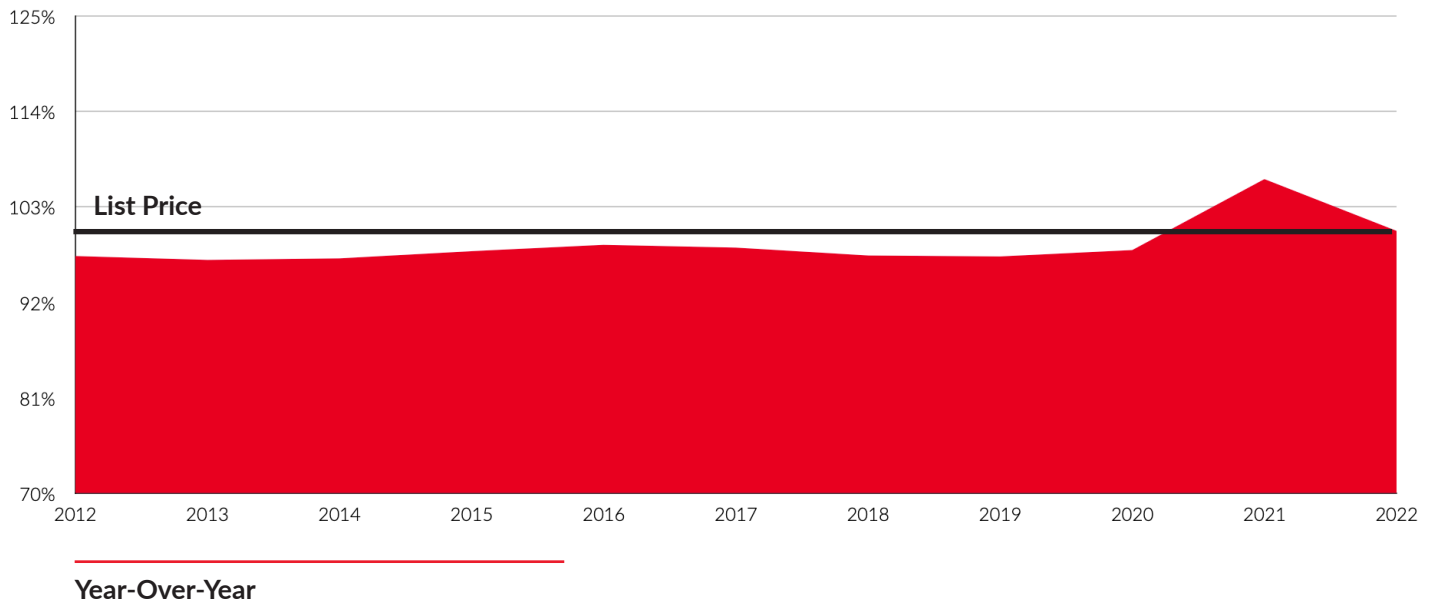
Year-Over-Year



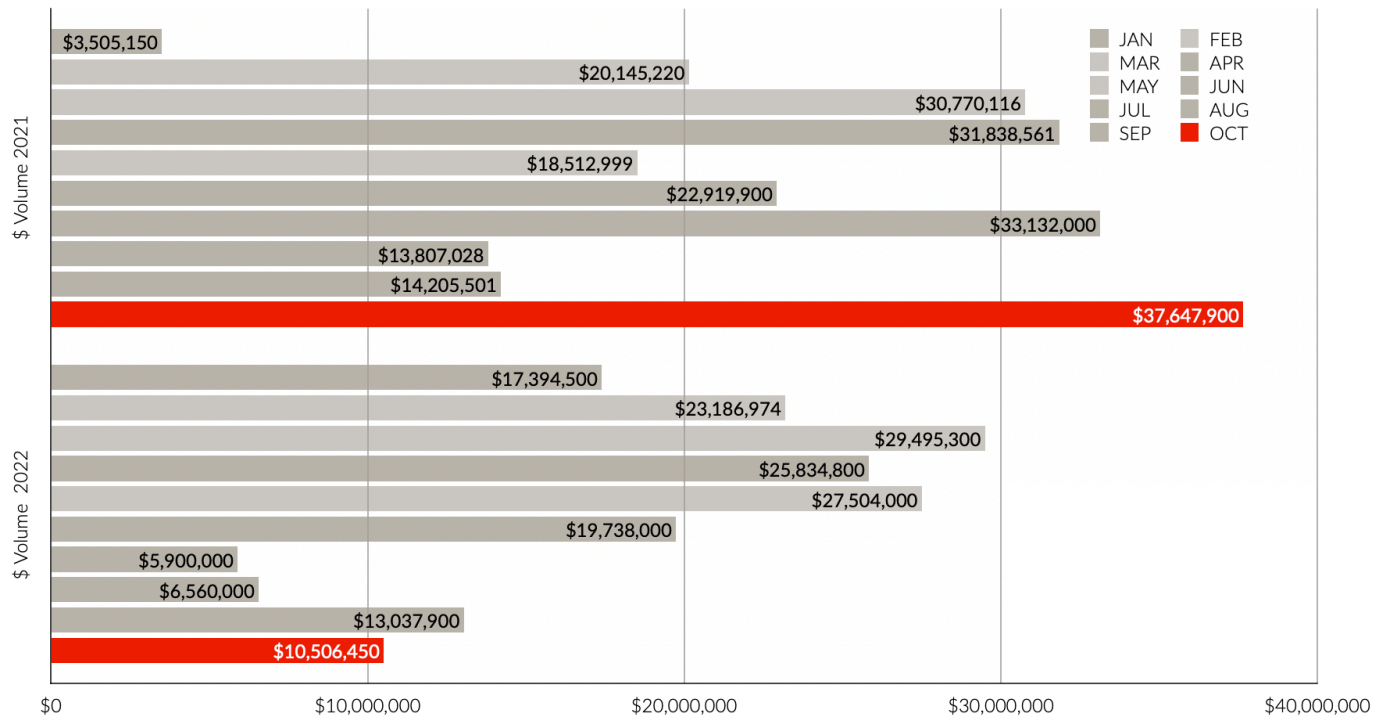
Month-Over-Month 2021 vs. 2022

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

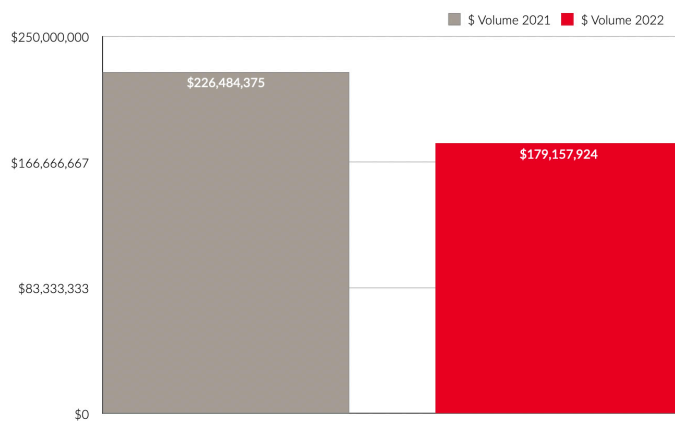
# SALE PRICE VS. LIST PRICE RATIO



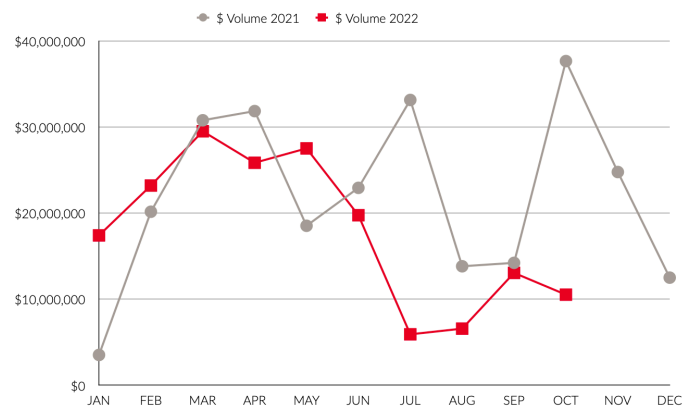
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

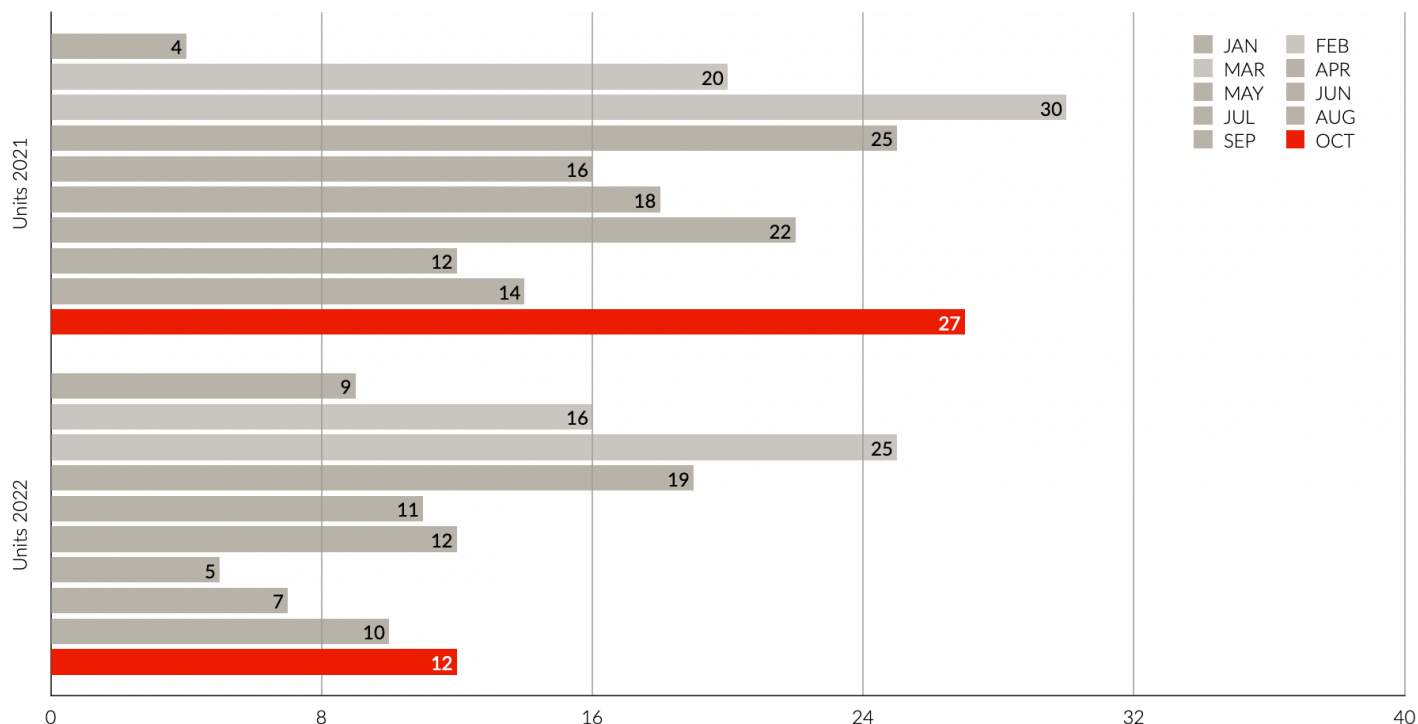


Yearly Totals 2021 vs. 2022

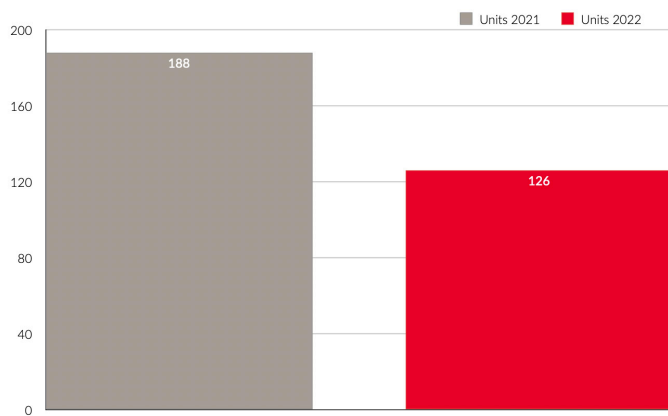


Month vs. Month 2021 vs. 2022

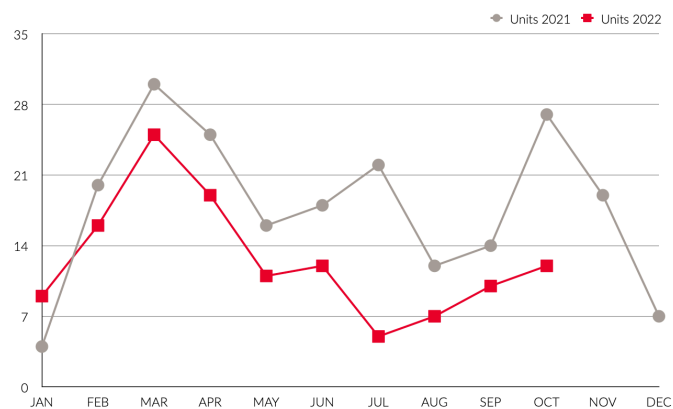
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

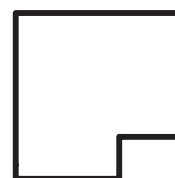
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

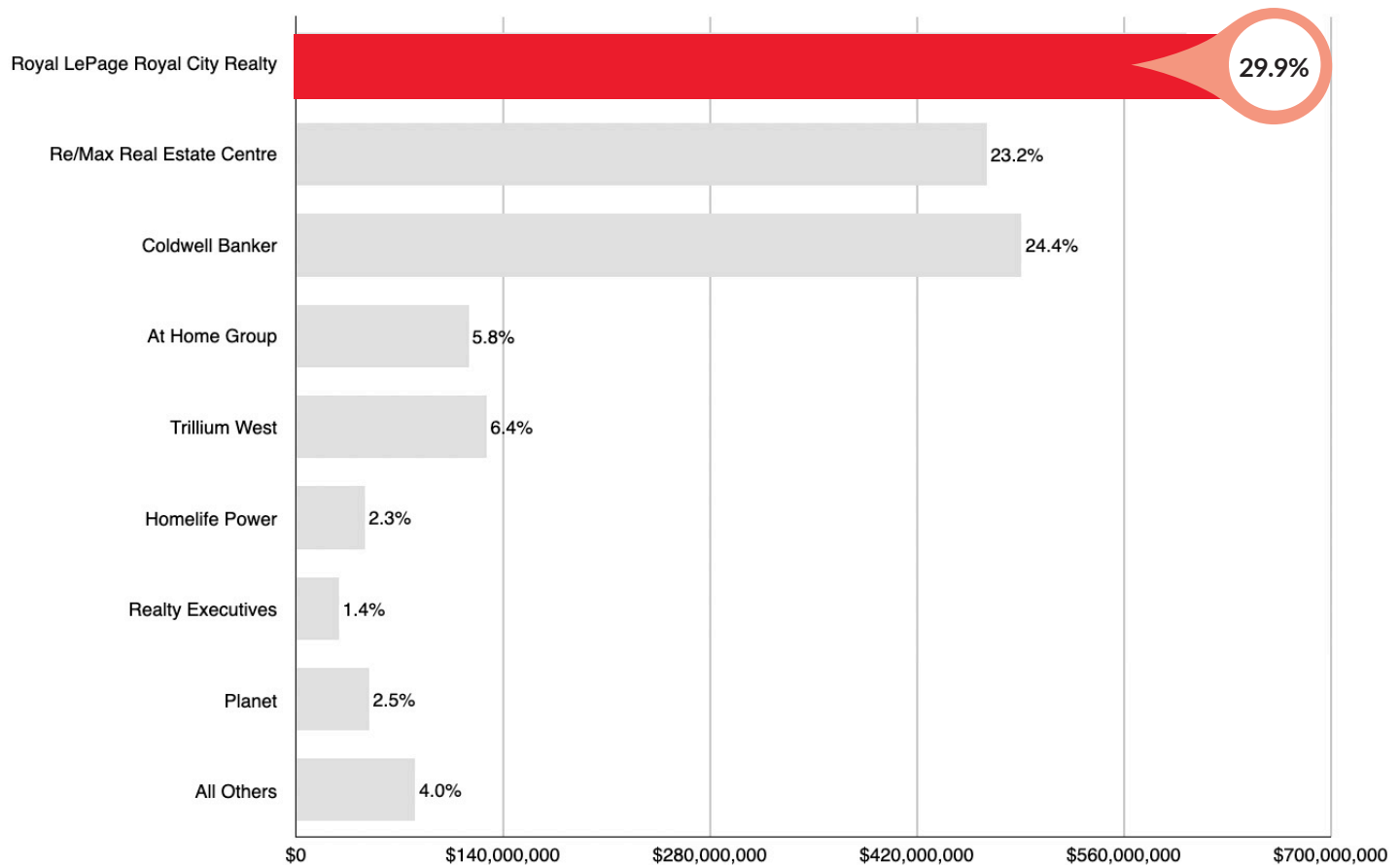
YTD Sales Volume	 <b>\$137,596,124</b> -25.63%	 <b>\$5,522,800</b> -50.58%	 <b>\$21,206,900</b> +1,205.04%
YTD Unit Sales	 <b>100</b> -36.71%	 <b>7</b> -58.82%	 <b>5</b> +66.7%
YTD Average Sale Price	 <b>\$1,375,961</b> +117.51%	 <b>\$788,971</b> +20.03%	 <b>\$4,241,380</b> +683.02%
October Sales Volume	 <b>\$8,630,500</b> -72.15%	 <b>\$910,000</b> Up from \$0	 <b>\$0</b> Down from \$605,000
October Unit Sales	 <b>8</b> -66.67%	 <b>1</b> Up from 0	 <b>0</b> Down from 1

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





# MARKET DOMINANCE

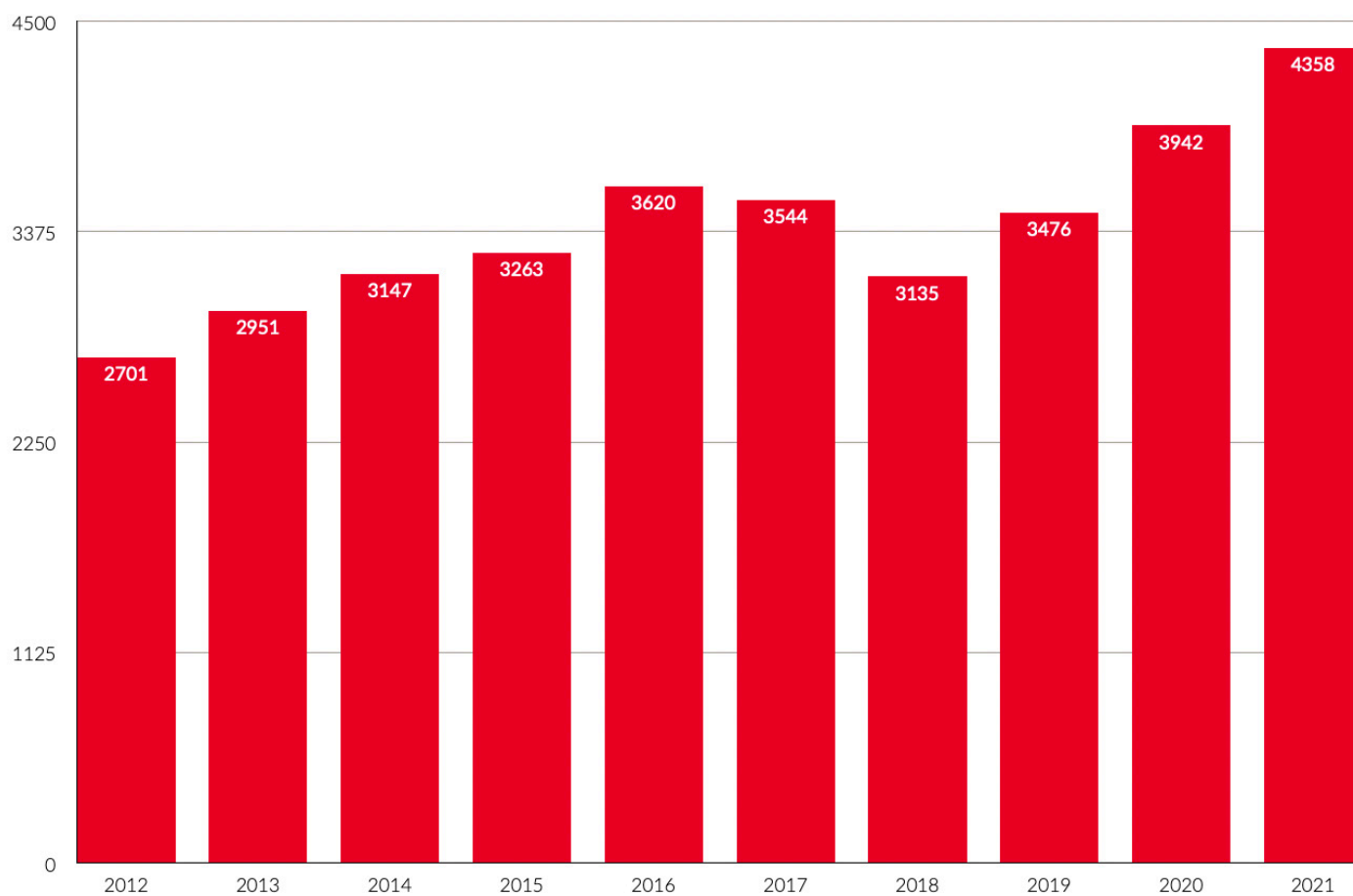


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
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



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