



# 2022 DECEMBER

**CITY OF GUELPH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market ends the year as a balanced market. New listings continue to rise as unit sales remain consistently lower than this time last year. The year-to-date average sales price has finally fallen lower than it was last year, which may indicate some larger changes coming in the new year.



**December year-over-year sales volume of \$52,630,294**

Down 49.18% from 2021's \$103,552,279 with unit sales of 100 down 13.79% from last December's 116. New listings of 121 are up 21% from a year ago, with the sales/listing ratio of 82.64% down 33.36%.



**Year-to-date sales volume of \$1,762,249,466**

Down 17.97% from 2021's \$2,148,178,586 with unit sales of 2,246 down 17.85% from 2021's 2,734. New listings of 3,890 are up 19.4% from a year ago, with the sales/listing ratio of 57.74% down 26.18%.



**Year-to-date average sale price of \$779,447**

Down from \$790,447 one year ago with median sale price of \$768,250 up from \$727,500 one year ago. Average days-on-market of 22.08 is up 10.16 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$697,500**

-19.83%

Sales Volume

**\$52,630,294**

-49.18%

Unit Sales

**100**

-13.79%

New Listings

**121**

+21%

Expired Listings

**69**

+590%

Unit Sales/Listings Ratio

**82.64%**

-33.36%

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



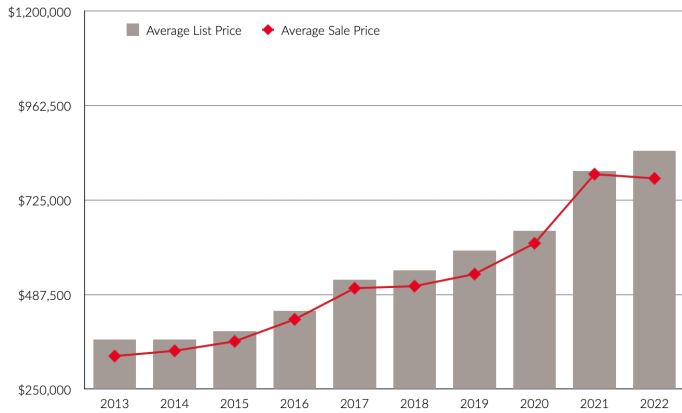
# THE MARKET IN DETAIL

	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$1,547,657,850	\$2,148,178,586	\$1,762,249,466	-17.97%
<b>YTD Unit Sales</b>	2,479	2,734	2,246	-17.85%
<b>YTD New Listings</b>	3,003	3,258	3,890	+19.4%
<b>YTD Sales/Listings Ratio</b>	82.55%	83.92%	57.74%	-26.18%
<b>YTD Expired Listings</b>	165	115	355	+208.7%
<b>December Volume Sales</b>	\$84,756,269	\$103,552,279	\$52,630,294	-49.18%
<b>December Unit Sales</b>	134	116	100	-13.79%
<b>December New Listings</b>	90	100	121	+21%
<b>December Sales/Listings Ratio</b>	148.89%	116%	82.64%	-33.36%
<b>December Expired Listings</b>	12	10	69	+590%
<b>YTD Sales: \$0-\$199K</b>	7	6	272	Up from 6
<b>YTD Sales: \$200K-\$349K</b>	114	19	13	-31.76%
<b>YTD Sales: \$350K-\$549K</b>	889	470	189	-59.79%
<b>YTD Sales: \$550K-\$749K</b>	1,019	960	517	-46.15%
<b>YTD Sales: \$750K-\$999K</b>	348	901	737	-18.2%
<b>YTD Sales: \$1M+</b>	99	387	518	+33.9%
<b>YTD Average Days-On-Market</b>	20.25	11.92	22.08	+85.31%
<b>YTD Average Sale Price</b>	\$616,286	\$790,064	\$779,447	-1.34%
<b>YTD Median Sale Price</b>	\$584,375	\$727,500	\$768,250	+5.6%

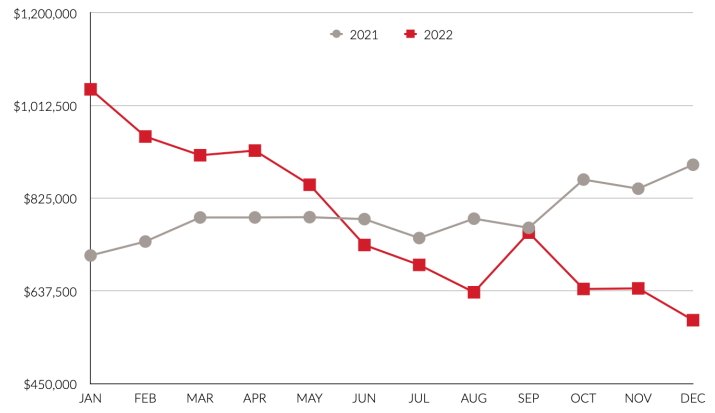
City of Guelph MLS Sales and Listing Summary  
2020 vs. 2021 vs. 2022



# AVERAGE SALE PRICE

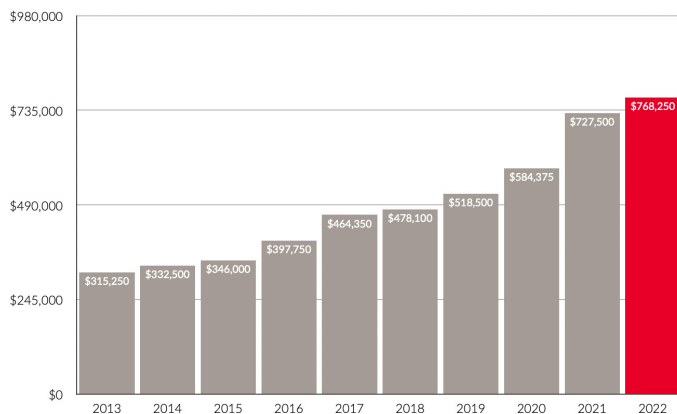


Year-Over-Year

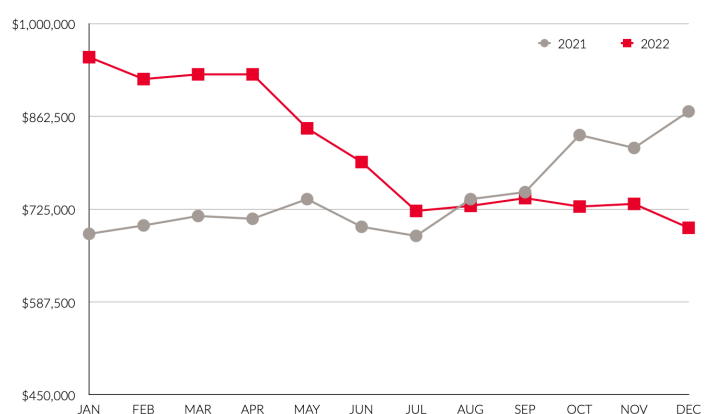


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



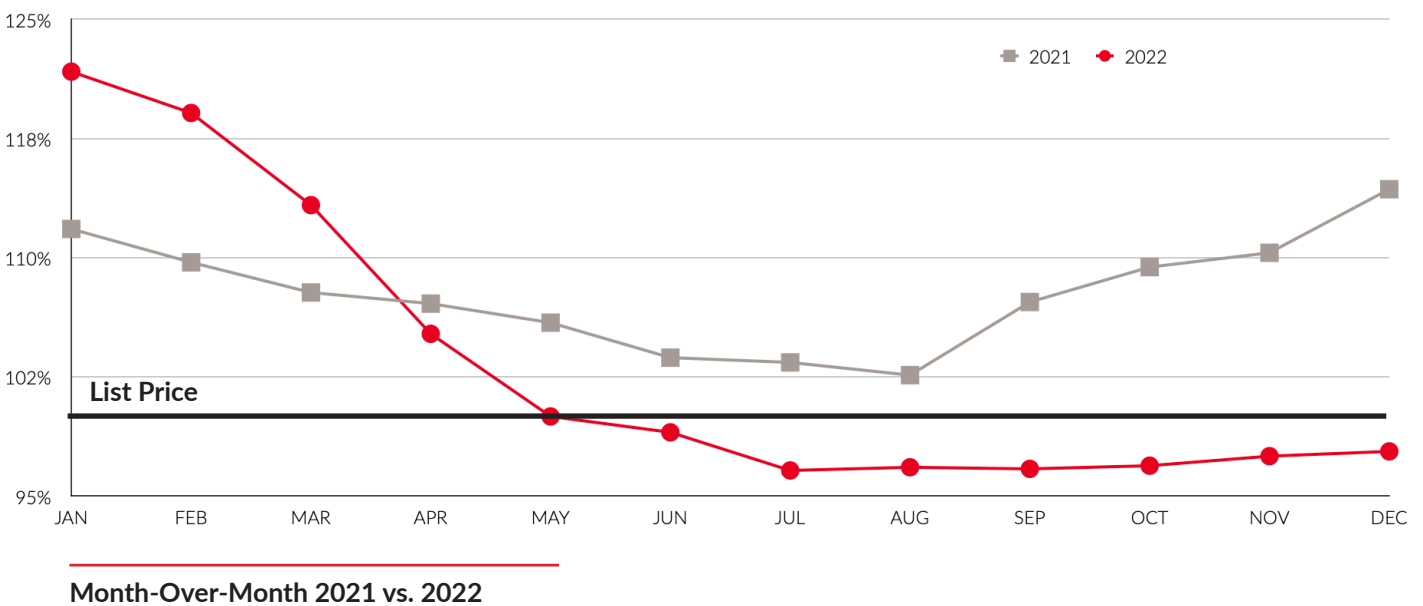
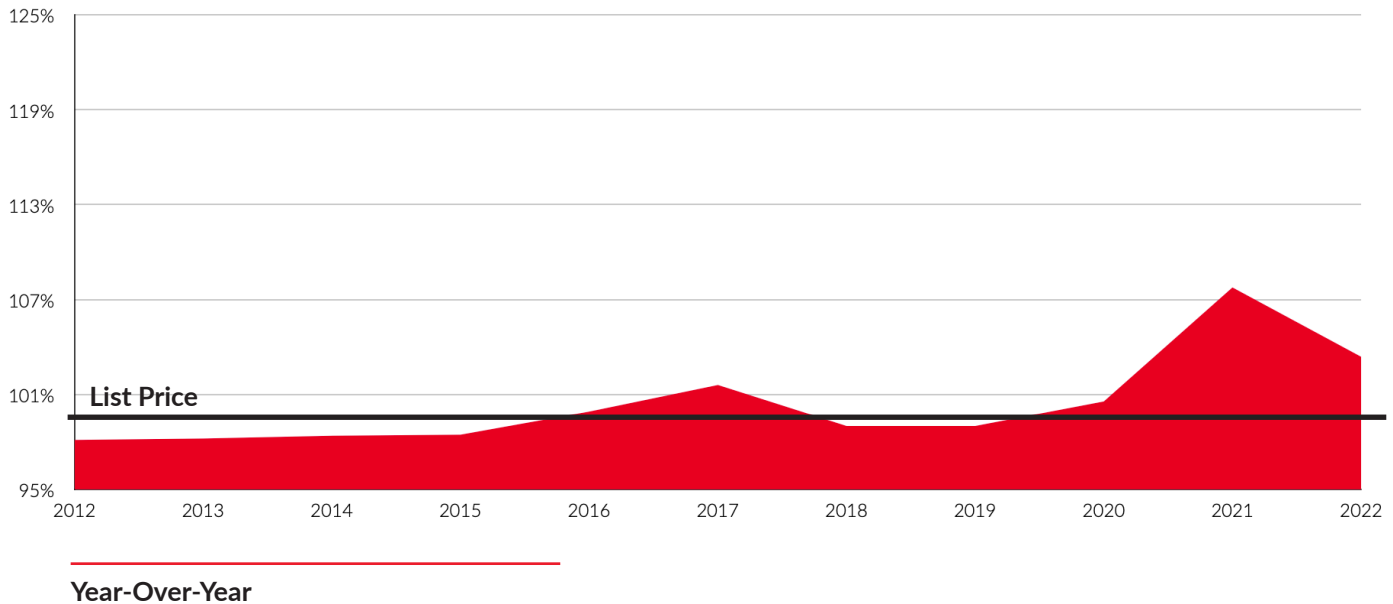
Year-Over-Year



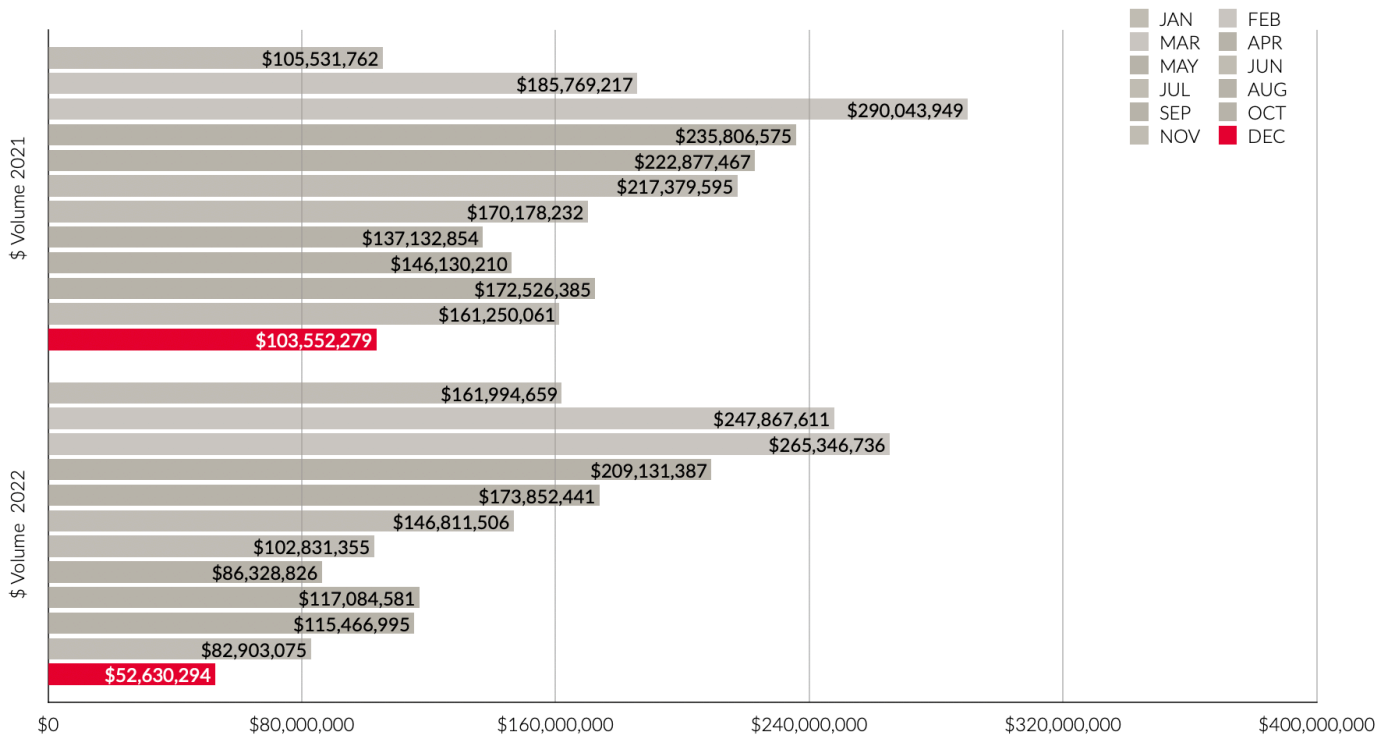
Month-Over-Month 2021 vs. 2022

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

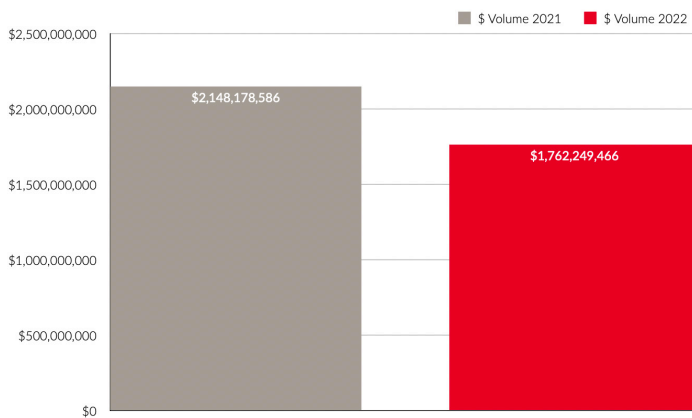
# SALE PRICE VS. LIST PRICE RATIO



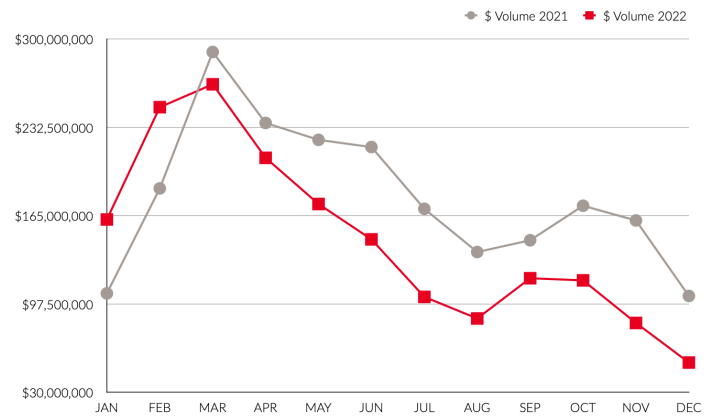
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

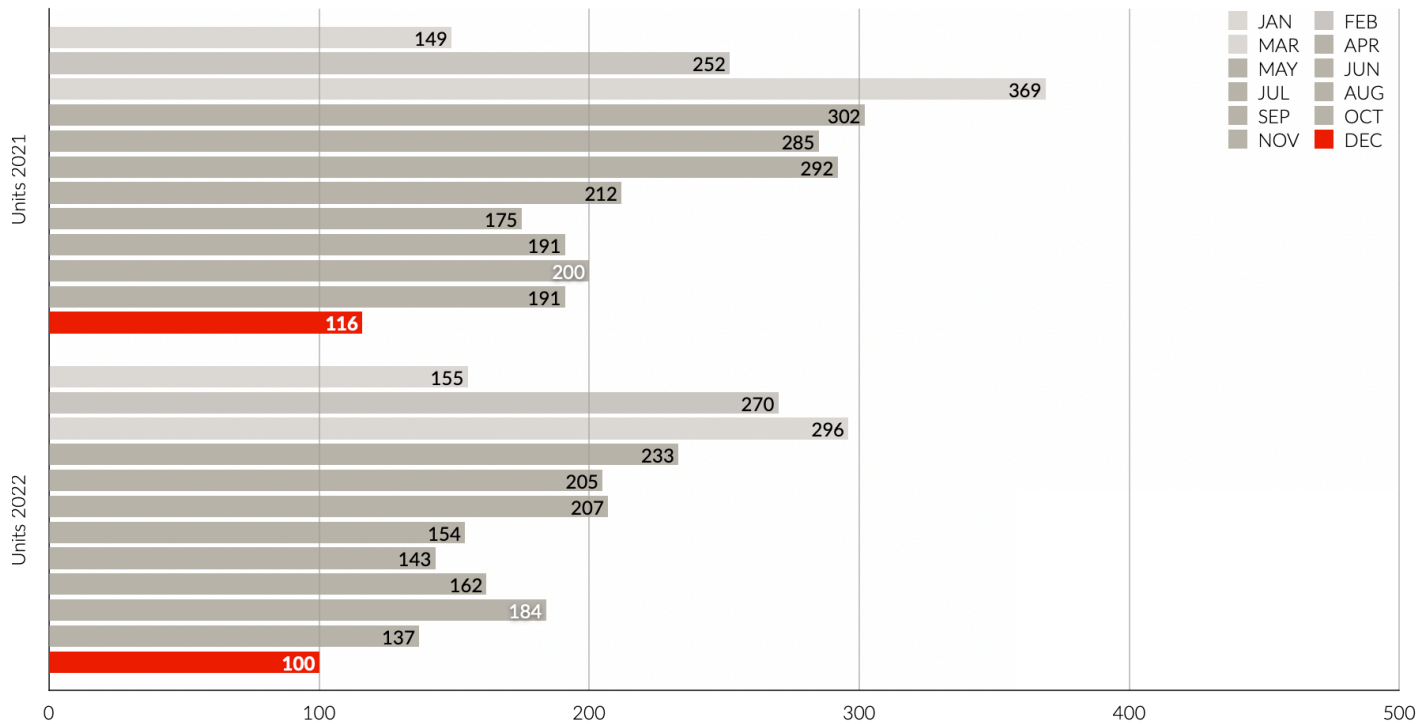


Yearly Totals 2021 vs. 2022

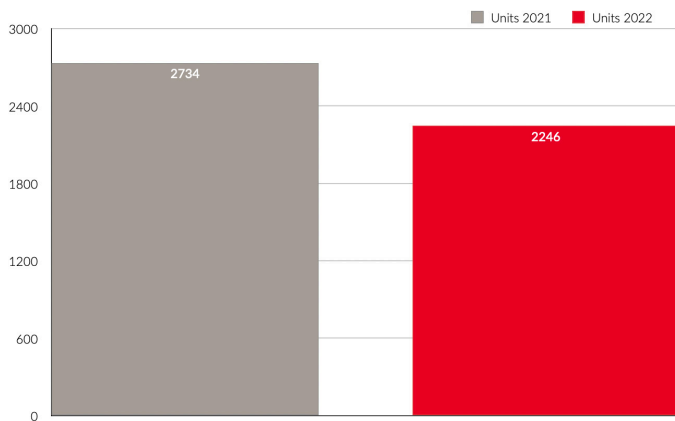


Month vs. Month 2021 vs. 2022

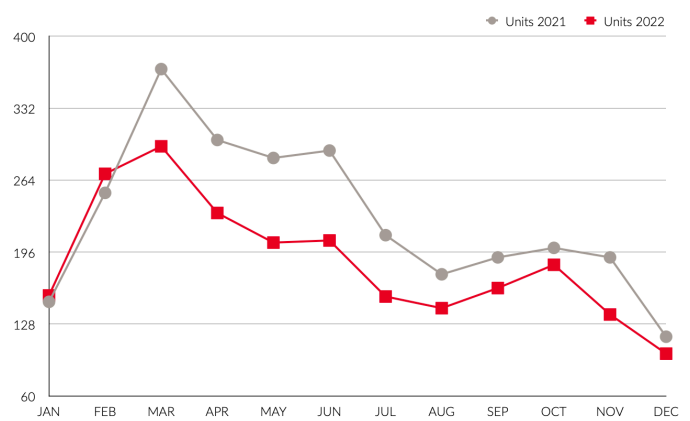
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

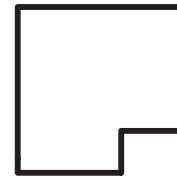
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

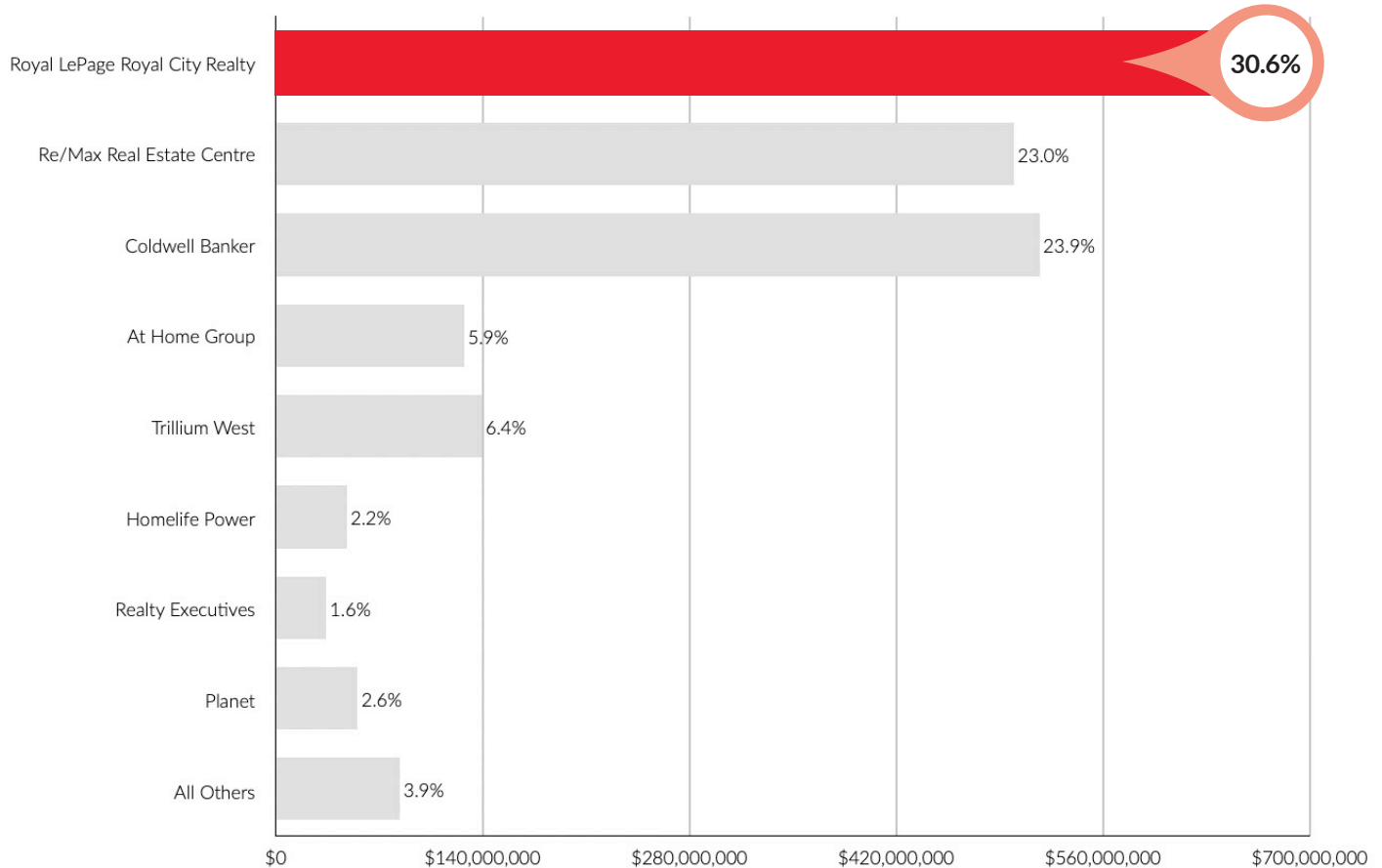
YTD Sales Volume	 <b>\$1,229,201,081</b> -15.88%	 <b>\$424,932,502</b> -20.55%	 <b>\$420,000</b> -96.2%
YTD Unit Sales	 <b>1,248</b> -25.63%	 <b>645</b> -31.24%	 <b>1</b> -93.3%
YTD Average Sale Price	 <b>\$984,937</b> +13.1%	 <b>\$658,810</b> +15.54%	 <b>\$420,000</b> -43.07%
December Sales Volume	 <b>\$38,348,299</b> -45.94%	 <b>\$12,598,000</b> -44.26%	 <b>\$0</b> Down from \$390,000
December Unit Sales	 <b>48</b> -32.39%	 <b>22</b> -38.89%	 <b>0</b> Down from 1

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





# MARKET DOMINANCE

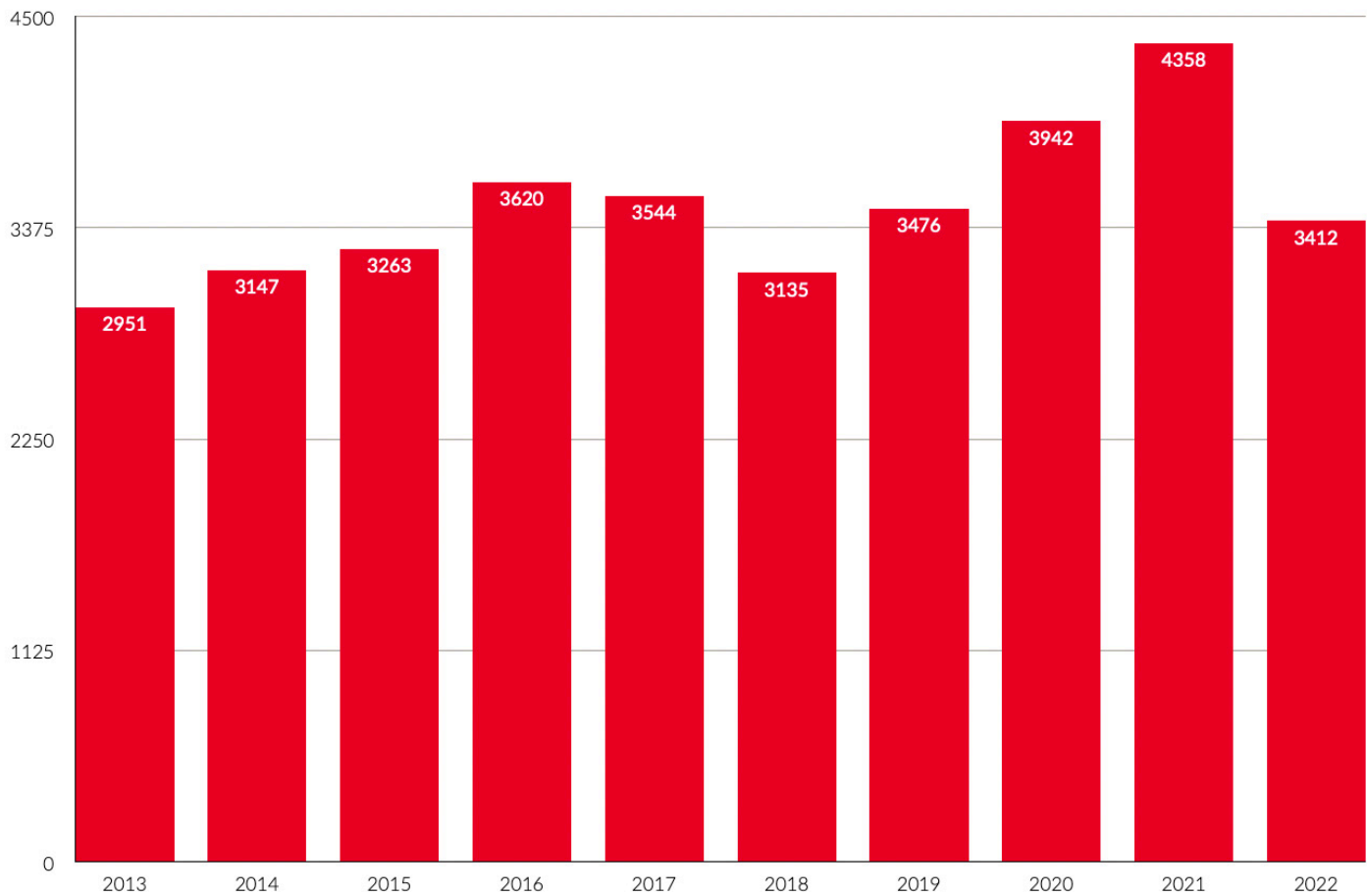


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 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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