



# 2022 DECEMBER

## **GUELPH/ERAMOSIA** Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa stays a balanced market to finish off the year, as year-to-date sales decrease and unit sales rise. The year-to-date average and median sales prices are still higher than this time last year, which shows proof of a strong foundation to the market. It is important to note that this market is smaller, and more prone of erratic change.



**December year-over-year sales volume of \$9,343,900**

Down 25.17% from 2021's \$12,487,500 with unit sales of 8 up 14.29% from last December's 7. New listings of 2 are down from the 9 in 2021, with the sales/listing ratio of 400% up from 77.78% in 2021.



**Year-to-date sales volume of \$199,632,924**

Down 24.3% from 2021's \$263,731,419 with unit sales of 151 down 29.44% from last December's 214. New listings of 297 are up 2.77% from a year ago, with the sales/listing ratio of 50.84% down 23.21%.



**Year-to-date average sale price of \$1,373,210**

Up from \$1,230,487 one year ago with median sale price of \$1,103,500 up from \$1,097,500 one year ago. Average days-on-market of 33.58 is up 14.75 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$985,000**

-10.05%

Sales Volume

**\$9,343,900**

-25.17%

Unit Sales

**8**

+14.29%

New Listings

**2**

-77.78%

Expired Listings

**4**

+33.33%

Unit Sales/Listings Ratio

**400%**

+322.22%

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



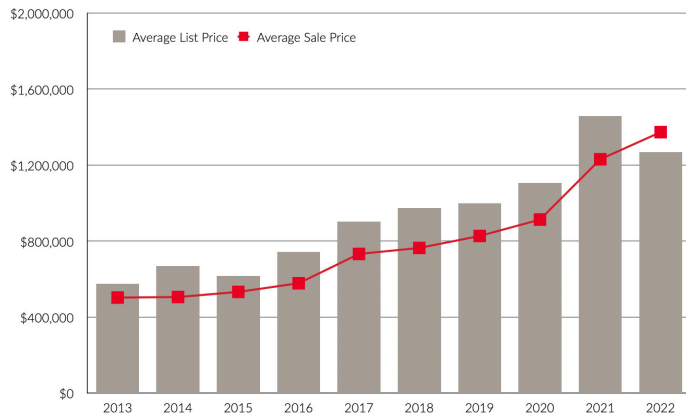


# THE MARKET IN DETAIL

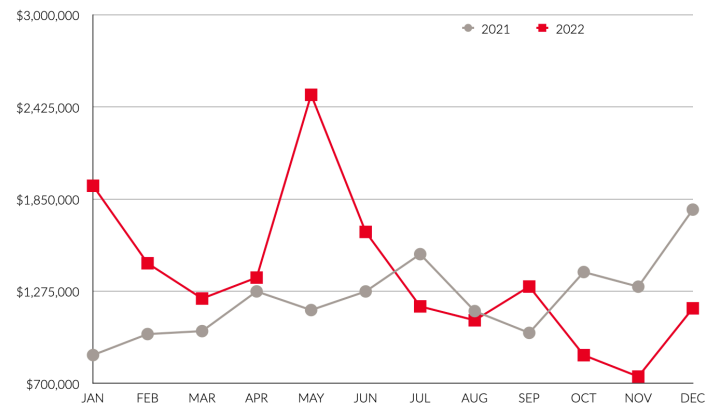
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$188,565,766	\$263,731,419	\$199,632,924	-24.3%
<b>YTD Unit Sales</b>	197	214	151	-29.44%
<b>YTD New Listings</b>	236	289	297	+2.77%
<b>YTD Sales/Listings Ratio</b>	83.47%	74.05%	50.84%	-23.1%
<b>YTD Expired Listings</b>	27	12	31	+158.33%
<b>December Volume Sales</b>	\$17,833,100	\$12,487,500	\$9,343,900	-25.17%
<b>December Unit Sales</b>	15	7	8	+14.29%
<b>December New Listings</b>	9	9	2	-77.78%
<b>December Sales/Listings Ratio</b>	166.78%	77.78%	400%	+322.22%
<b>December Expired Listings</b>	3	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	5	-37.5%
<b>YTD Sales: \$550K-\$749K</b>	47	23	7	-69.57%
<b>YTD Sales: \$750K-\$999K</b>	77	54	38	-29.63%
<b>YTD Sales: \$1M+</b>	55	129	91	-29.46%
<b>YTD Average Days-On-Market</b>	46.83	18.83	33.58	+78.32%
<b>YTD Average Sale Price</b>	\$913,078	\$1,230,487	\$1,373,210	+11.6%
<b>YTD Median Sale Price</b>	\$780,500	\$1,097,500	\$1,103,500	+0.55%

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

# AVERAGE SALE PRICE

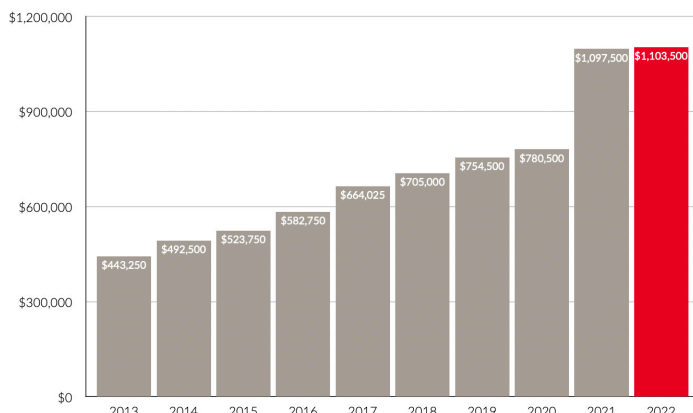


Year-Over-Year

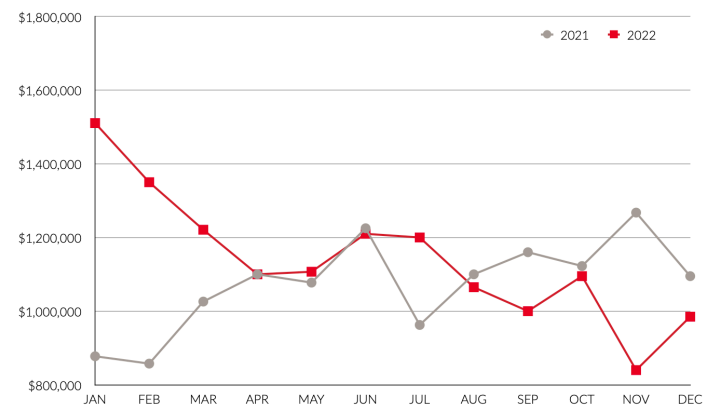


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



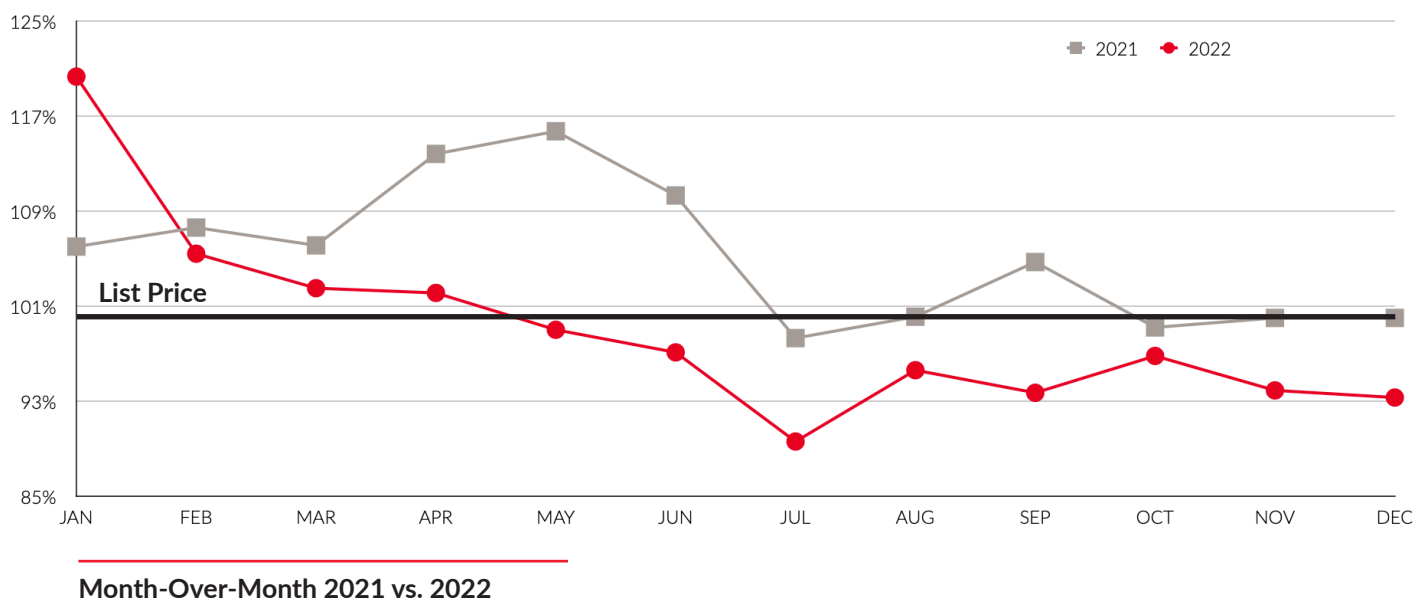
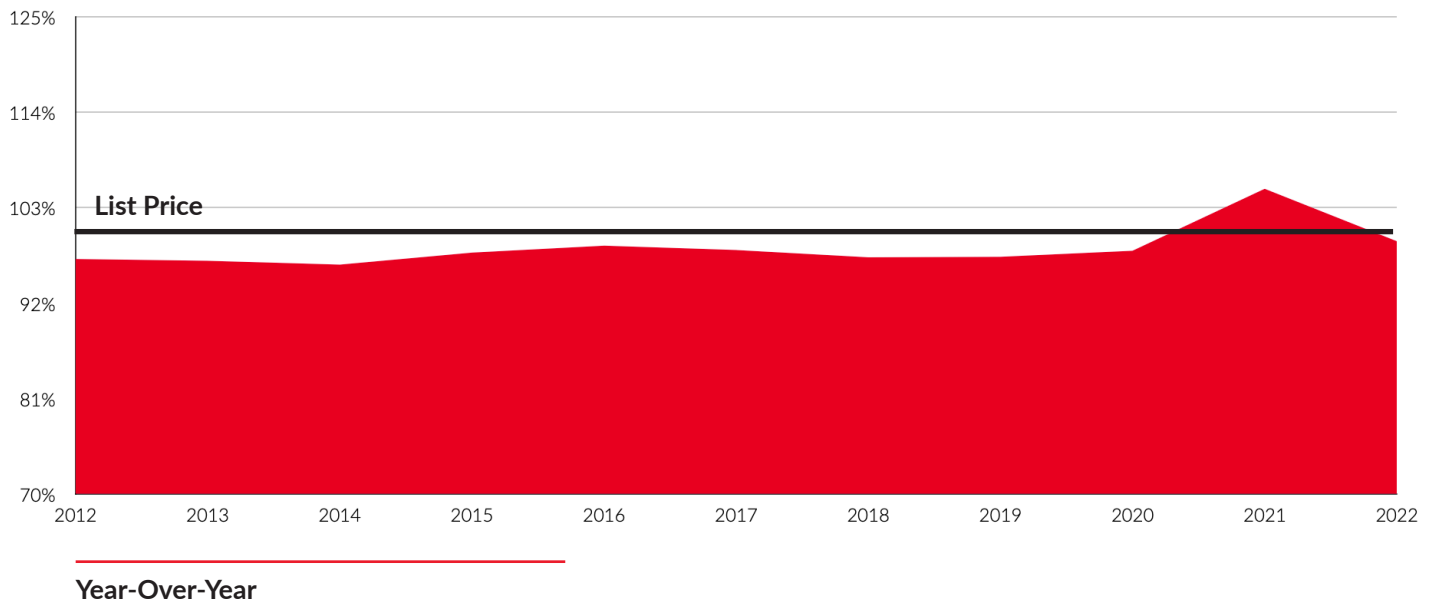
Year-Over-Year



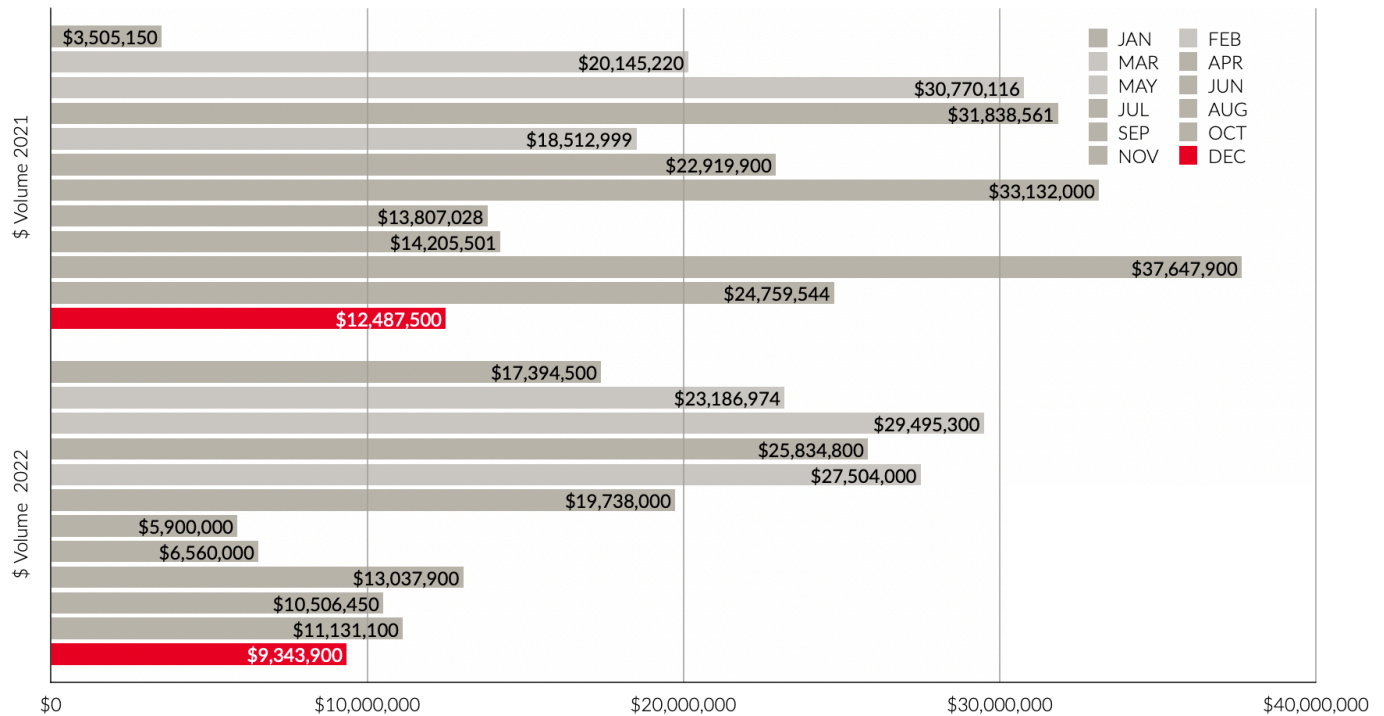
Month-Over-Month 2021 vs. 2022

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

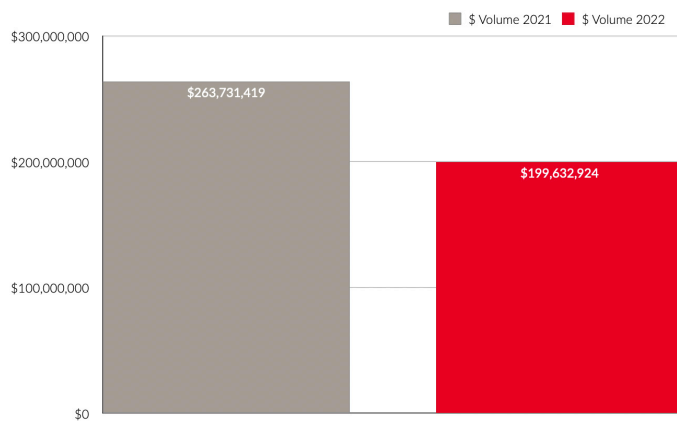
# SALE PRICE VS. LIST PRICE RATIO



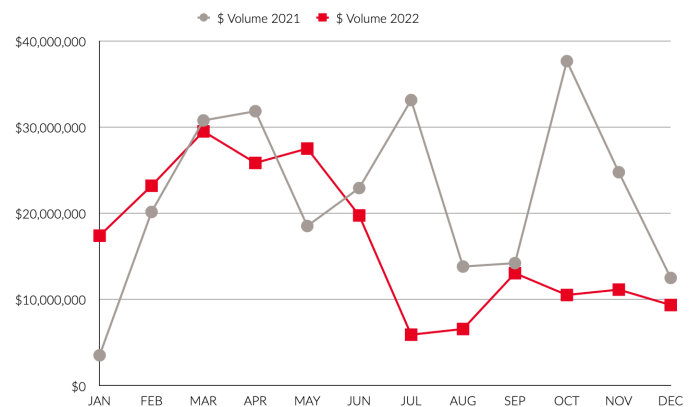
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

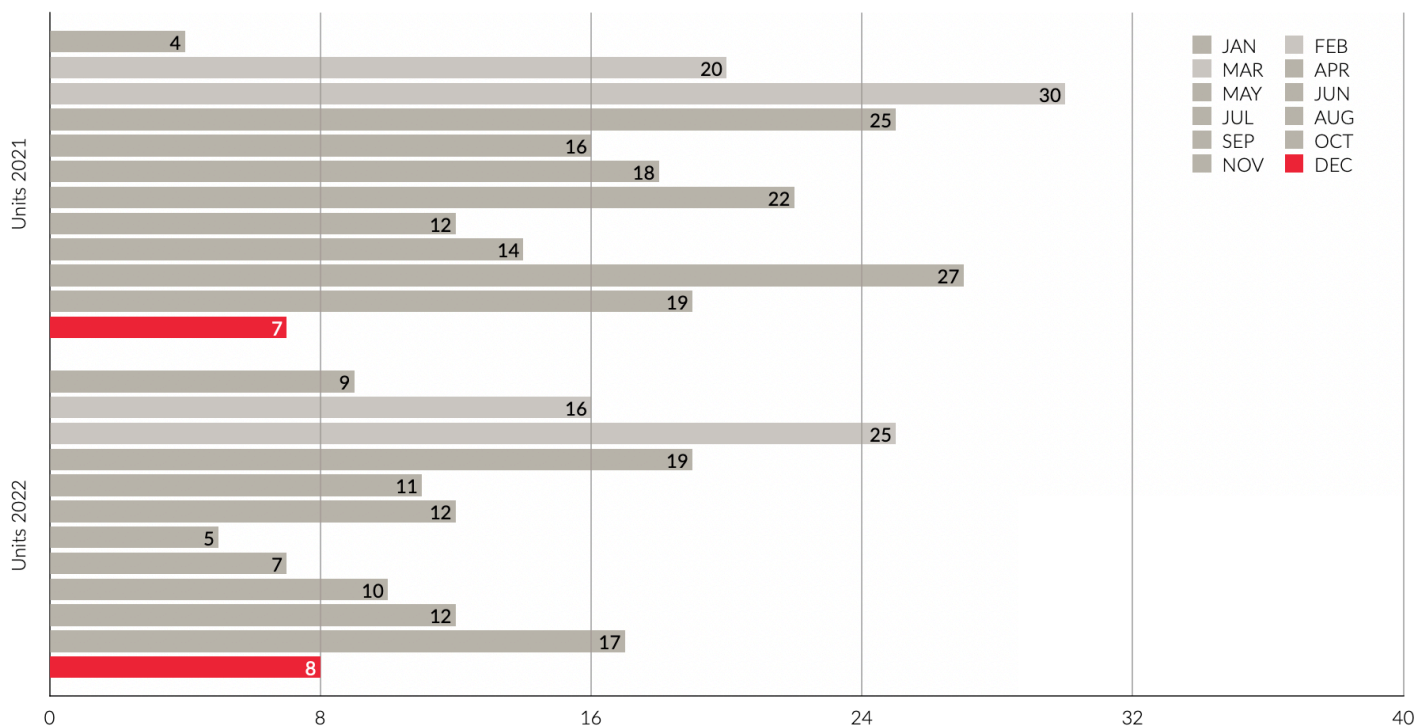


Yearly Totals 2021 vs. 2022

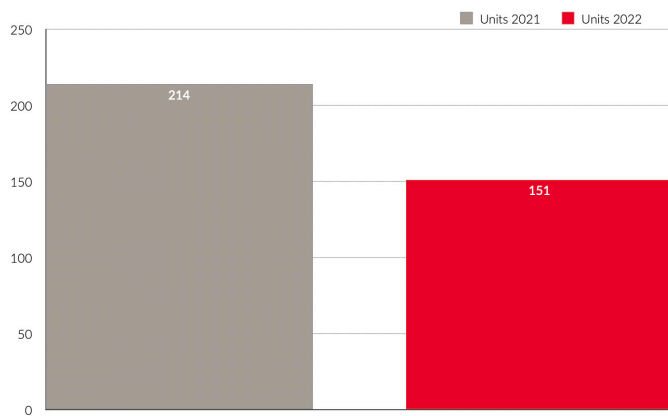


Month vs. Month 2021 vs. 2022

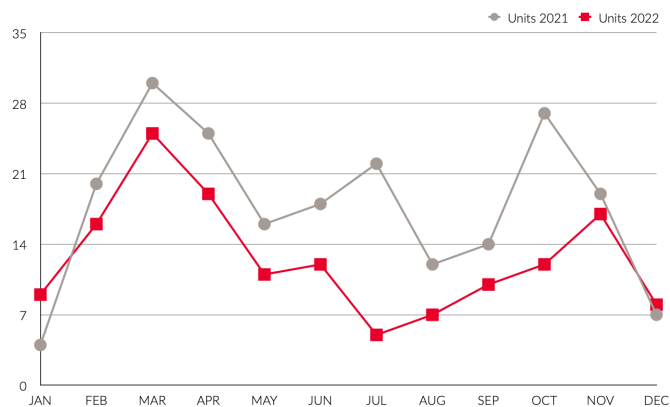
# UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

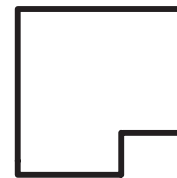
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

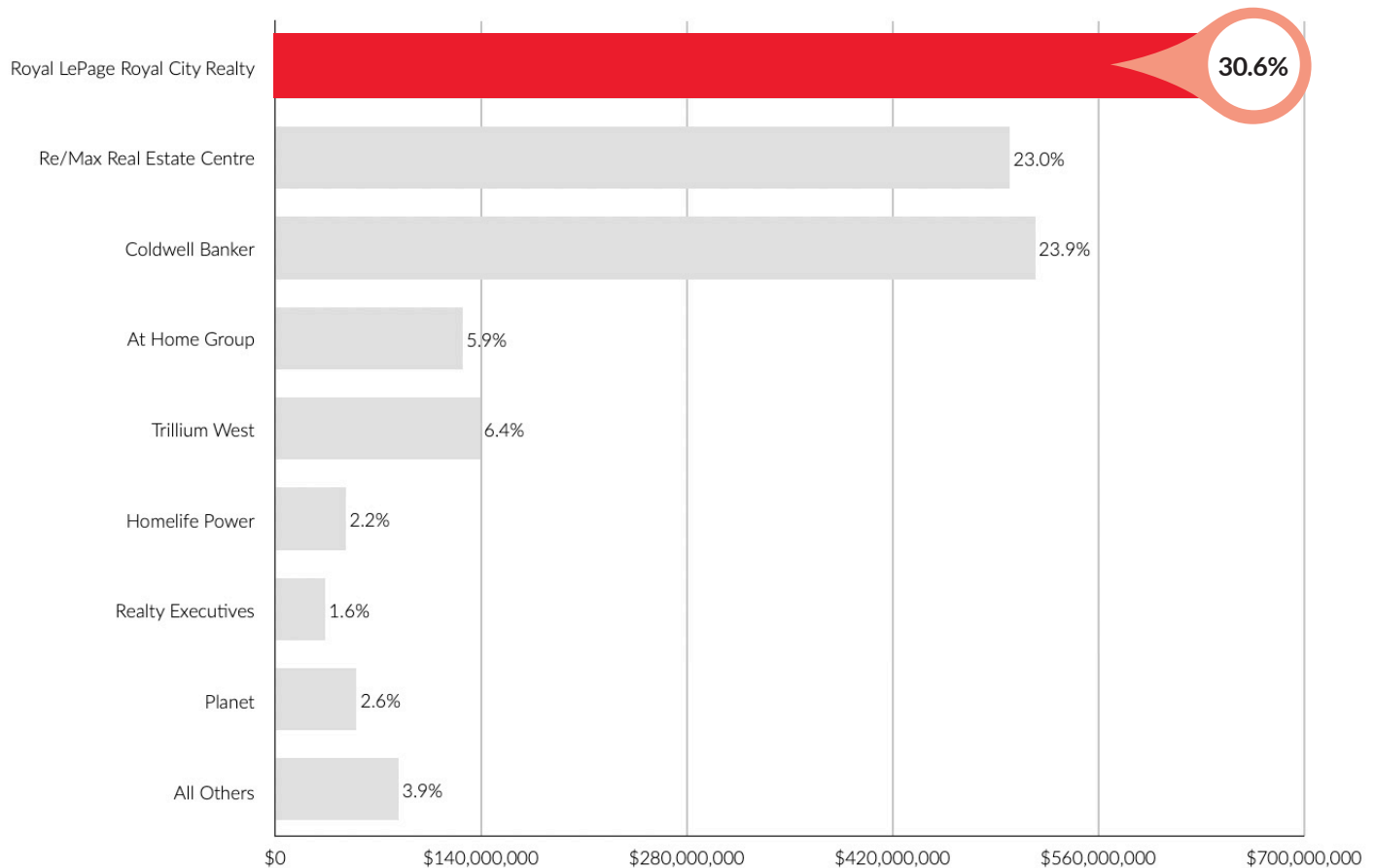
YTD Sales Volume	 <b>\$151,302,124</b> -29.84%	 <b>\$9,230,700</b> -17.4%	 <b>\$22,806,900</b> +1,303.5%
YTD Unit Sales	 <b>113</b> -37.57%	 <b>12</b> -29.41%	 <b>7</b> +133.3%
YTD Average Sale Price	 <b>\$1,338,957</b> +12.38%	 <b>\$749,225</b> +17.02%	 <b>\$3,258,128</b> +501.5%
December Sales Volume	 <b>\$7,821,000</b> +1.08%	 <b>\$1,522,900</b> Up from \$0	 <b>\$0</b> No change
December Unit Sales	 <b>6</b> +20%	 <b>2</b> Up from 0	 <b>0</b> No change

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





# MARKET DOMINANCE

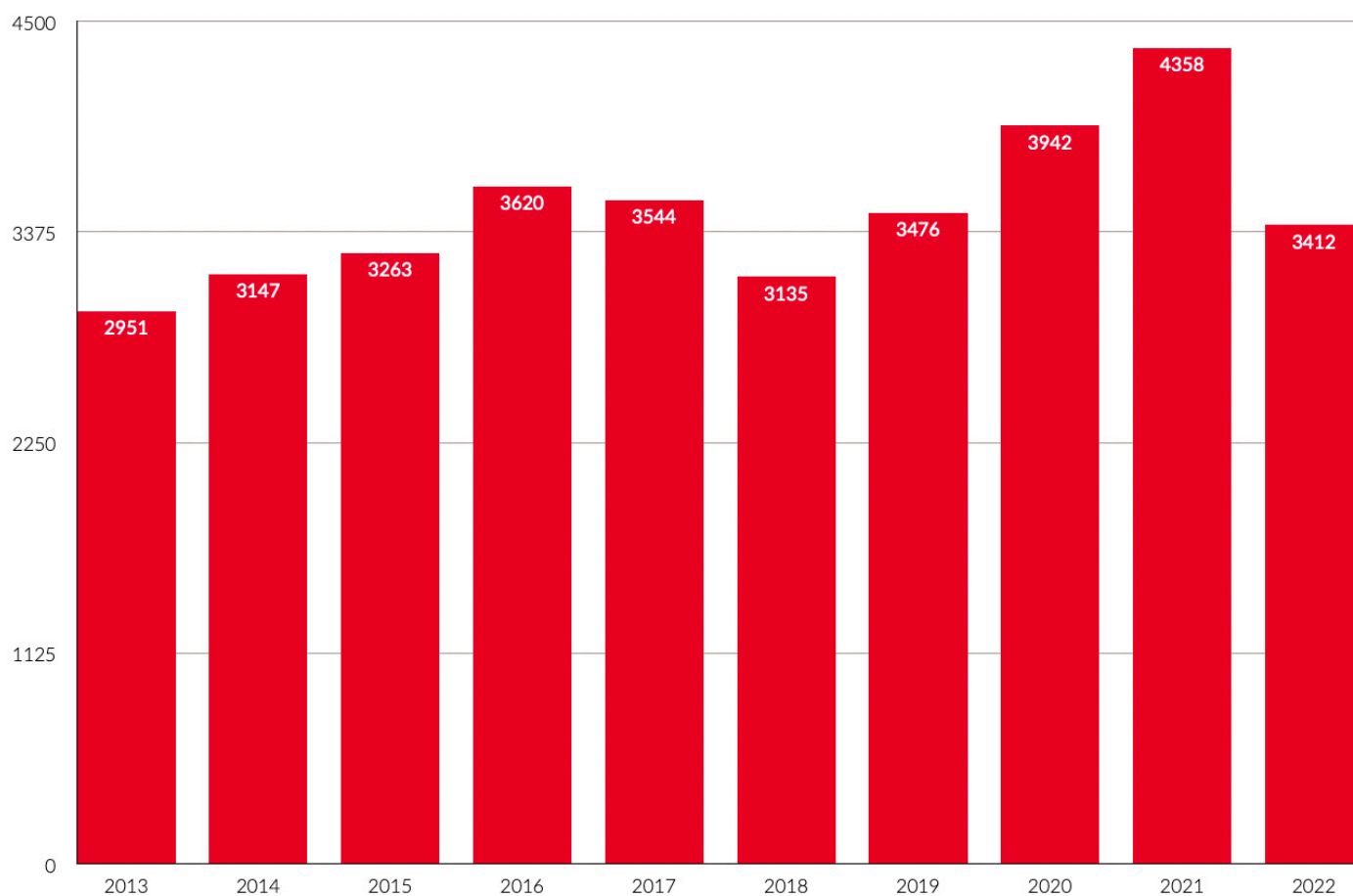


## Market Share by Dollar Volume

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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