



2023 JANUARY

CITY OF GUELPH Real Estate Market Report



OVERVIEW

BALANCED MARKET

The City of Guelph real estate market starts 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.



January year-over-year sales volume of **\$74,291,428**

Down 54.14% from 2022's \$161,994,659 with unit sales of 136 down 12.26% from last January's 155. New listings of 240 are up 10.09% from a year ago, with the sales/listing ratio of 56.67% down 14.43%.



Year-to-date sales volume of **\$74,291,428**

Down 54.14% from 2022's \$161,994,659 with unit sales of 136 down 12.23% from 2022's 155. New listings of 240 are up 10.09% from a year ago, with the sales/listing ratio of 56.67% down 14.43%.



Year-to-date average sale price of **\$603,995**

Down from \$1,045,127 one year ago with median sale price of \$730,000 down from \$950,500 one year ago. Average days-on-market of 35 is up 26 days from last year.

JANUARY NUMBERS

Median Sale Price

\$730,000

-23.2%

Sales Volume

\$74,291,428

-54.14%

Unit Sales

136

-12.26%

New Listings

240

+10.09%

Expired Listings

19

+280%

Unit Sales/Listings Ratio

56.67%

-14.43%

*Year-over-year comparison
(January 2023 vs. January 2022)*

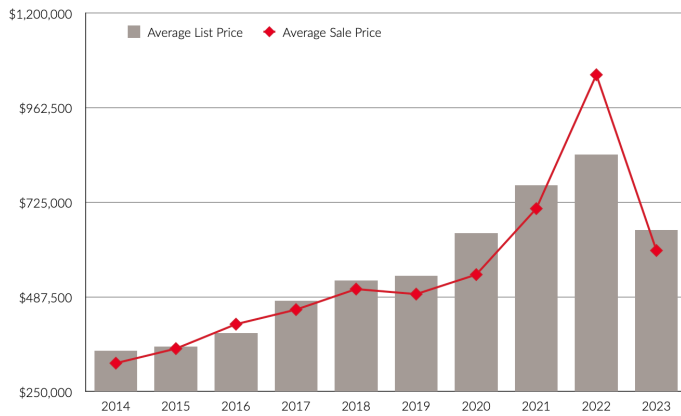


THE MARKET IN DETAIL

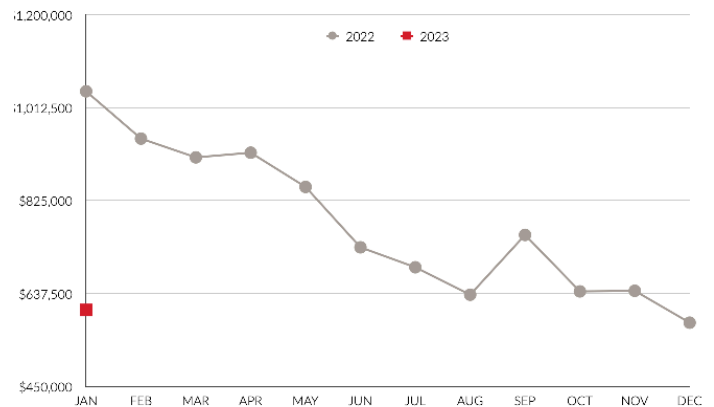
	2021	2022	2023	2022-2023
YTD Volume Sales	\$105,531,762	\$161,994,659	\$74,291,428	-54.14%
YTD Unit Sales	149	155	136	-12.26%
YTD New Listings	203	218	240	+10.1%
YTD Sales/Listings Ratio	73.4%	71.1%	56.67%	-14.43%
YTD Expired Listings	4	5	19	+280%
January Volume Sales	\$105,531,762	\$161,994,659	\$74,291,428	-54.14%
January Unit Sales	149	155	136	-12.26%
January New Listings	203	218	240	+10.1%
January Sales/Listings Ratio	73.4%	71.1%	56.67%	-14.43%
January Expired Listings	4	5	19	+280%
YTD Sales: \$0-\$199K	0	0	35	Up from 0
YTD Sales: \$200K-\$349K	3	0	1	Up from 0
YTD Sales: \$350K-\$549K	31	6	20	+233.33%
YTD Sales: \$550K-\$749K	61	24	34	-41.67%
YTD Sales: \$750K-\$999K	43	65	36	-44.62%
YTD Sales: \$1M+	12	60	10	-83.3%
YTD Average Days-On-Market	12	9	35	+288.89%
YTD Average Sale Price	\$709,206	\$1,045,127	\$603,995	-42.21%
YTD Median Sale Price	\$688,500	\$950,500	\$730,000	-23.2%

City of Guelph MLS Sales and Listing Summary
2021 vs. 2022 vs. 2023

AVERAGE SALE PRICE

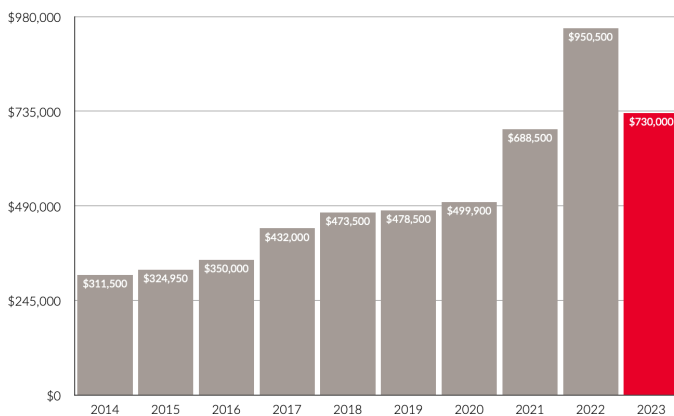


Year-Over-Year

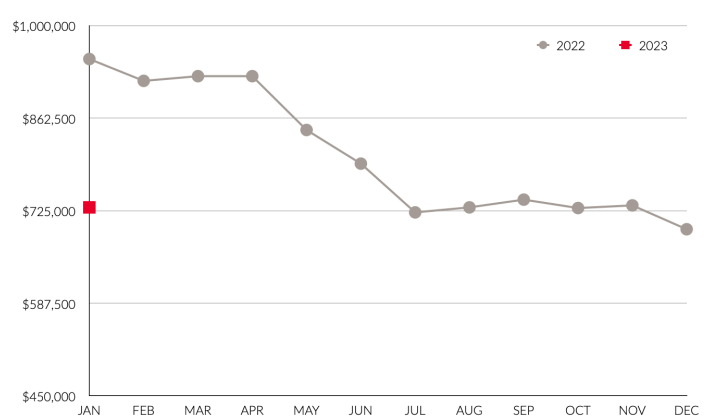


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



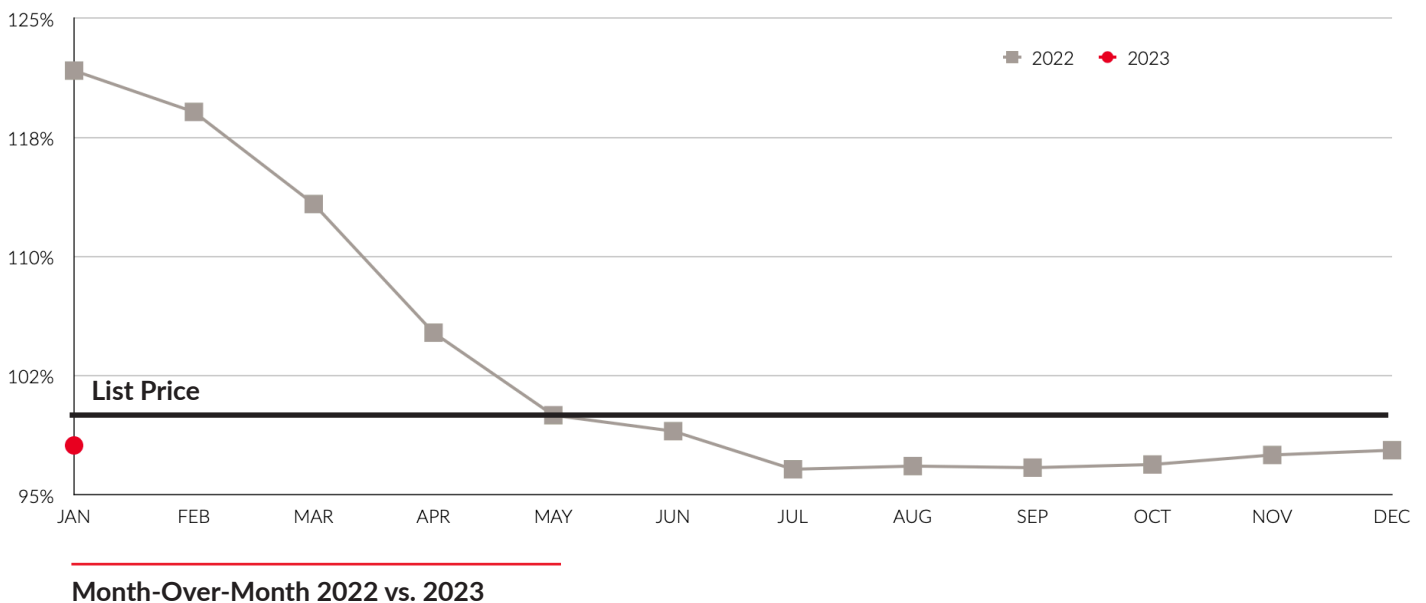
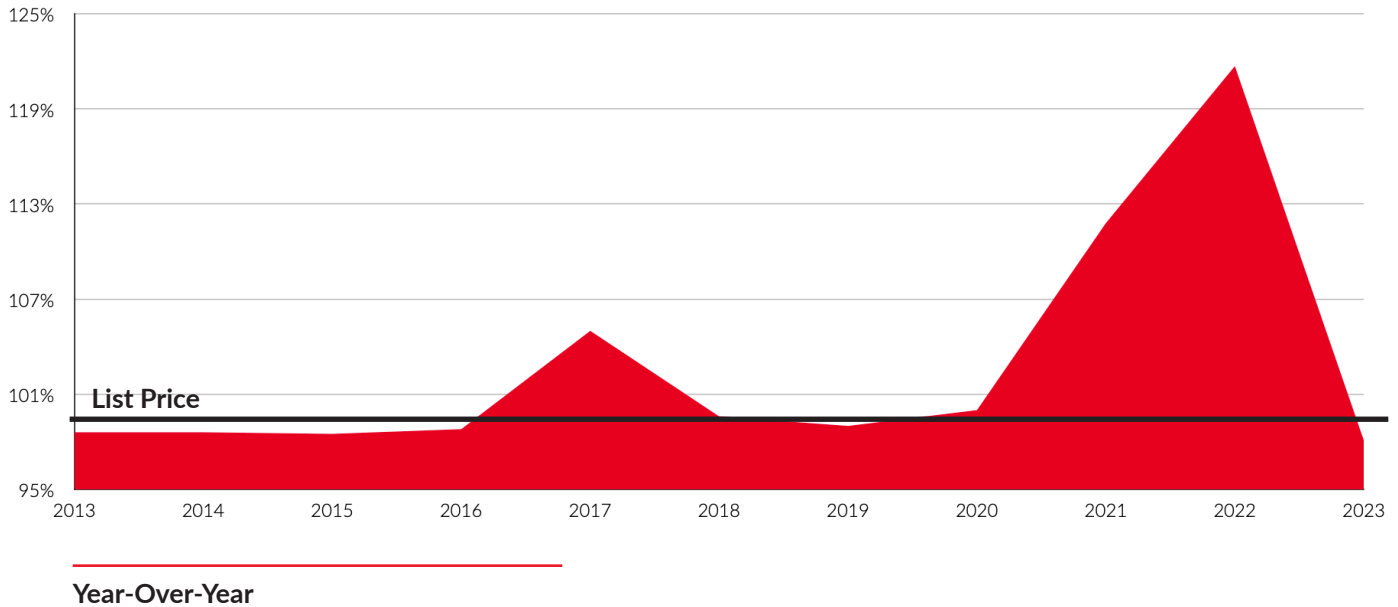
Year-Over-Year



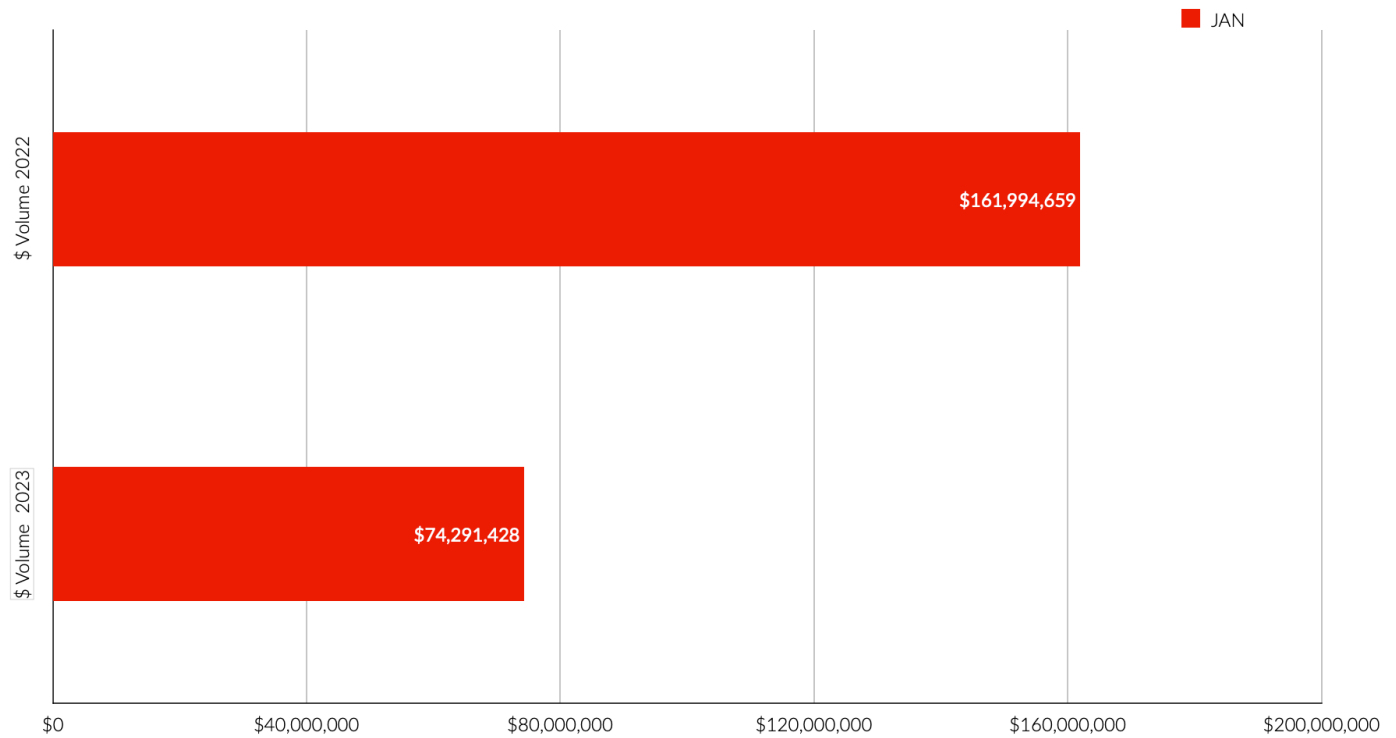
Month-Over-Month 2022 vs. 2023

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

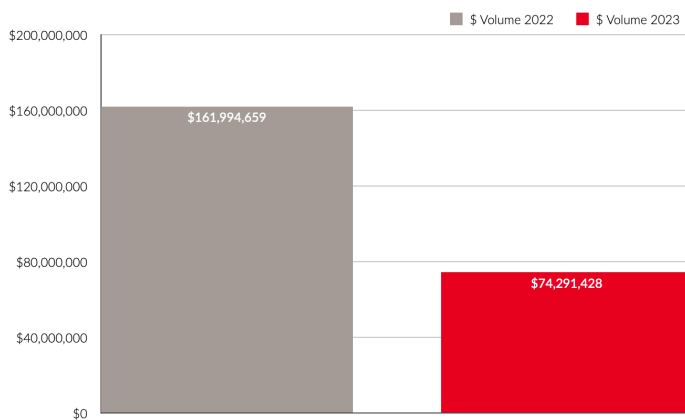
SALE PRICE VS. LIST PRICE RATIO



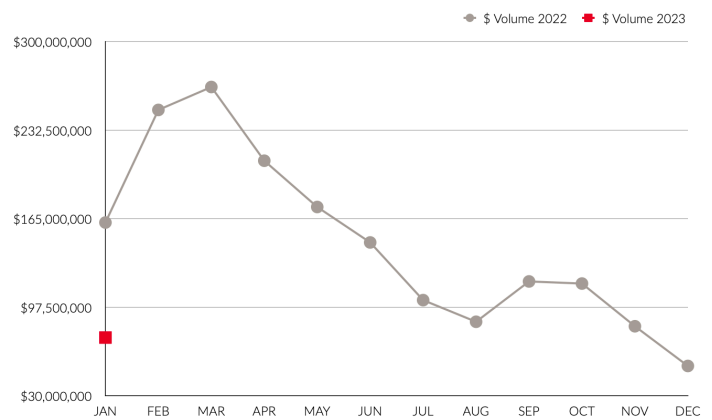
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

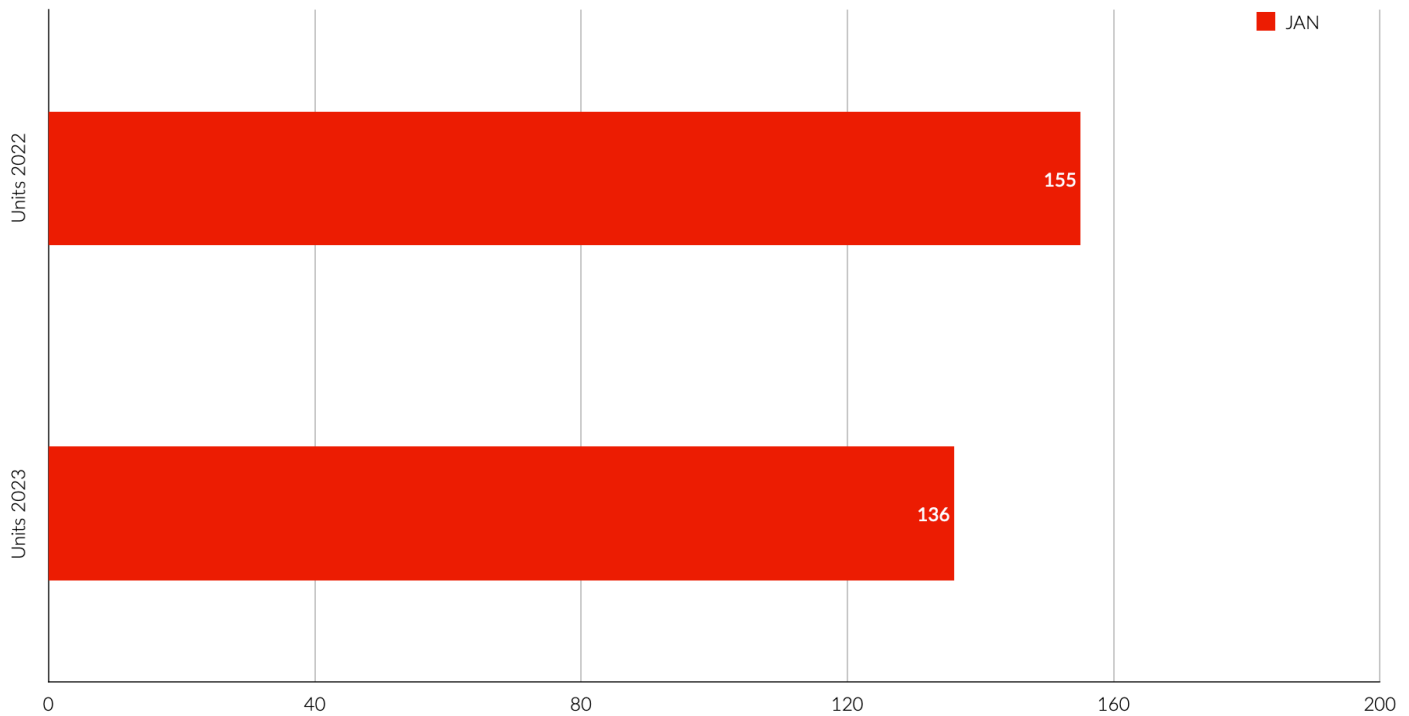


Yearly Totals 2022 vs. 2023

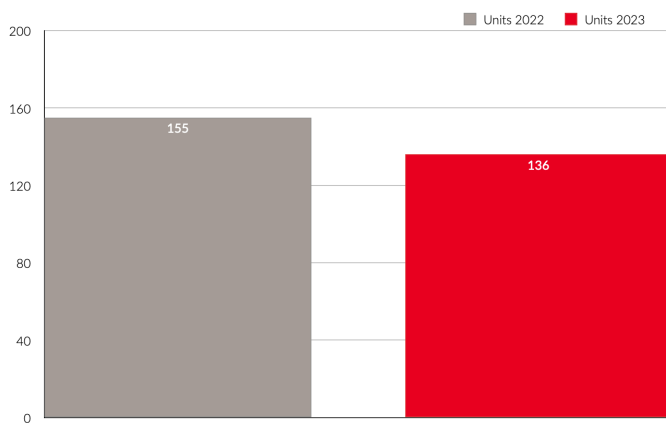


Month vs. Month 2022 vs. 2023

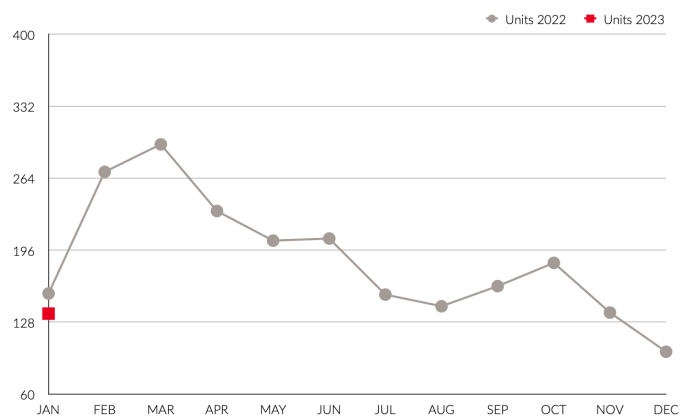
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

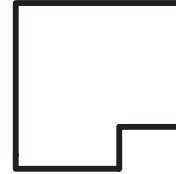
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



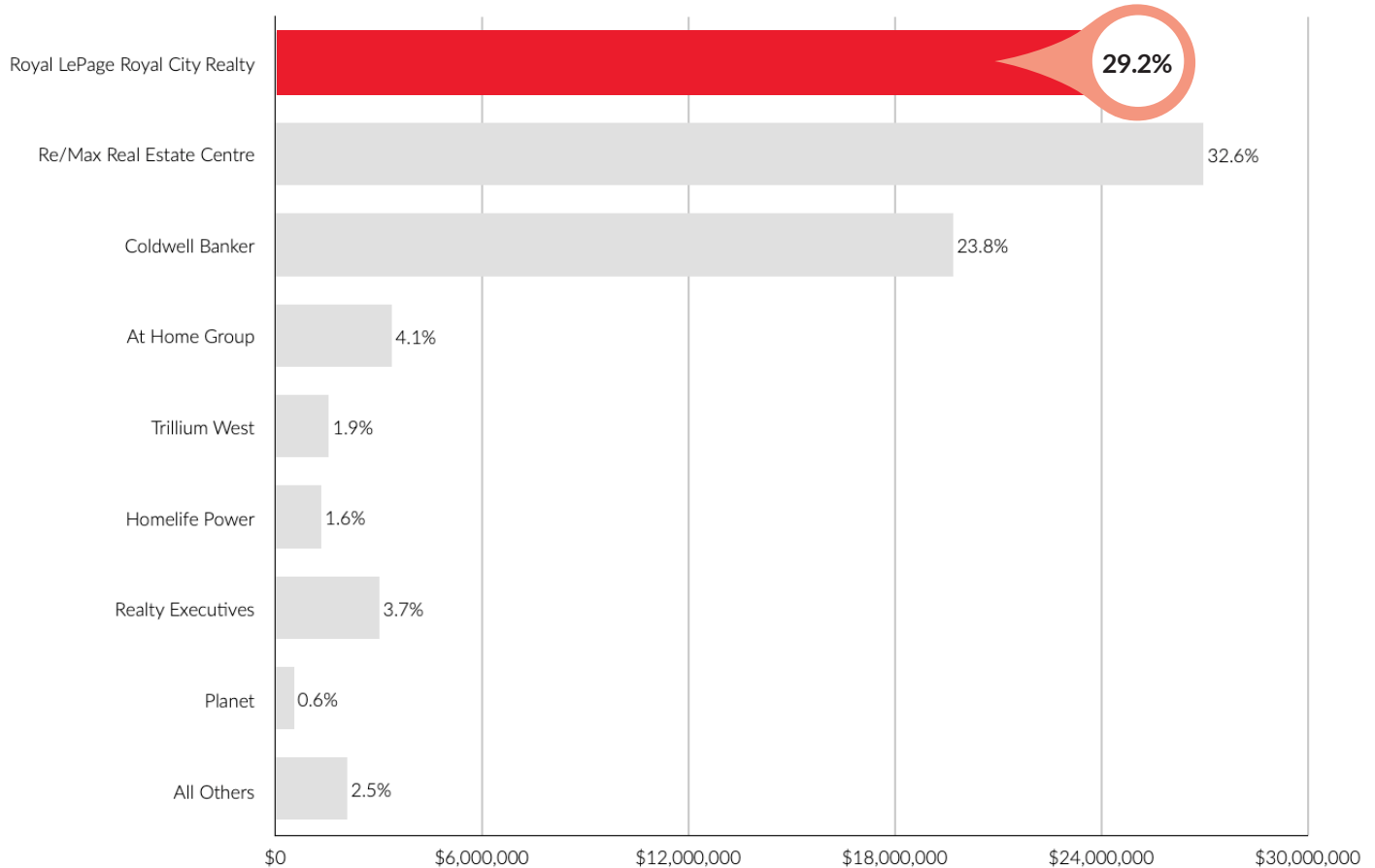
VACANT LAND

YTD Sales Volume	 \$49,591,636 -52.71%	 \$21,747,812 -47.32%	 \$1,205,000 Up from \$0
YTD Unit Sales	 59 -37.89%	 38 -30.91%	 2 Up from 0
YTD Average Sale Price	 \$840,536 -23.85%	 \$565,127 +23.75%	 \$602,500 Up from \$0
January Sales Volume	 \$49,591,636 -52.71%	 \$21,747,812 -47.32%	 \$1,205,000 Up from \$0
January Unit Sales	 59 -37.89%	 38 -30.91%	 2 Up from 0

Year-Over-Year Comparison (2023 vs. 2022)



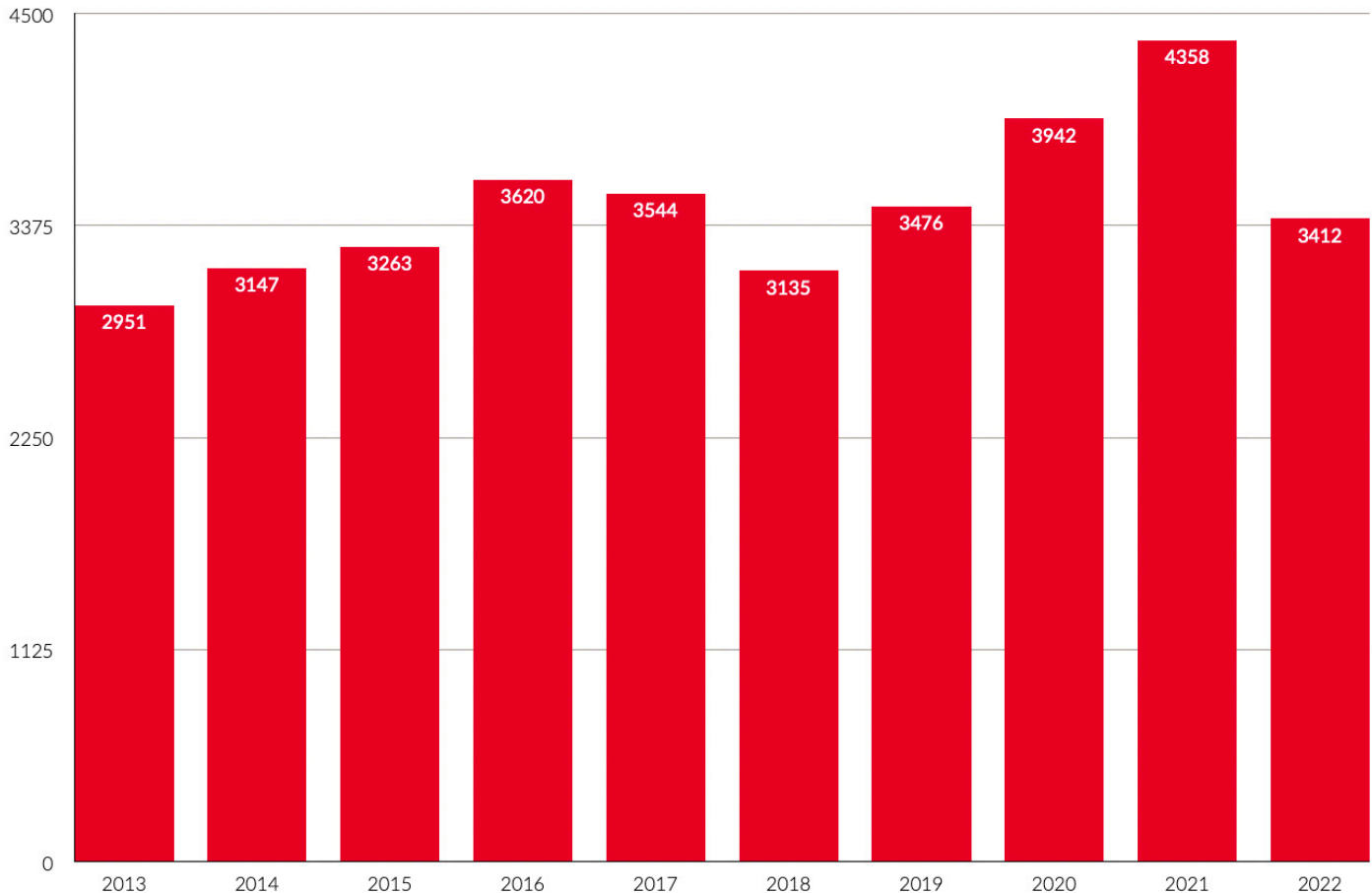
MARKET DOMINANCE



Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
January 2023

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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