



# 2023 JANUARY

**GUELPH/ERAMOSA**

Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa stays a balanced market to start 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.

January year-over-year sales volume of \$3,060,000

Down 82.41% from 2022's \$17,394,500 with unit sales of 4 down 55.56% from last January's 9. New listings of 14 are up from the 12 in 2022, with the sales/listing ratio of 28.57% down from 75% in 2022.

Year-to-date sales volume of \$3,060,000

Down 82.41% from 2022's \$17,394,500 with unit sales of 4 down 55.56% from last January's 9. New listings of 14 are up 16.67% from a year ago, with the sales/listing ratio of 28.57% down 46.43%.

Year-to-date average sale price of \$765,000

Down from \$1,932,722 one year ago with median sale price of \$695,000 down from \$1,510,500 one year ago. Average days-on-market of 51 is up 13 days from last year.

## JANUARY NUMBERS

Median Sale Price

**\$695,000**

-53.99%

Sales Volume

**\$3,060,000**

-82.41%

Unit Sales

**4**

-55.56%

New Listings

**14**

+16.67%

Expired Listings

**2**

Up from 0

Unit Sales/Listings Ratio

**28.57%**

-46.43%

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



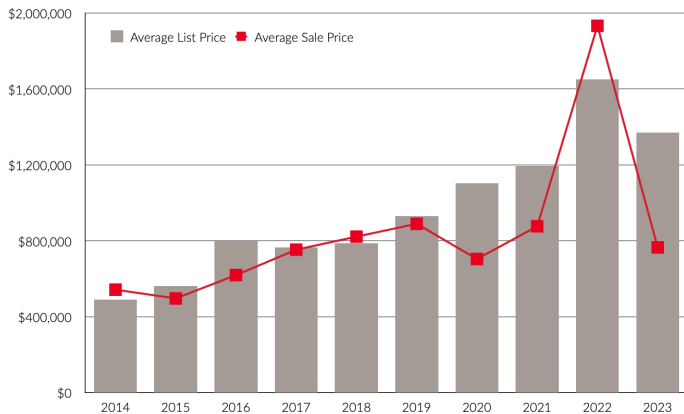
# THE MARKET IN DETAIL

|                                     | 2021        | 2022         | 2023        | 2022-2023   |
|-------------------------------------|-------------|--------------|-------------|-------------|
| <b>YTD Volume Sales</b>             | \$3,505,150 | \$17,394,500 | \$3,060,000 | -82.41%     |
| <b>YTD Unit Sales</b>               | 4           | 9            | 4           | -55.56%     |
| <b>YTD New Listings</b>             | 14          | 12           | 14          | +16.67%     |
| <b>YTD Sales/Listings Ratio</b>     | 28.57%      | 75%          | 28.57%      | -46.43%     |
| <b>YTD Expired Listings</b>         | 0           | 0            | 2           | Up from 0   |
| <b>January Volume Sales</b>         | \$3,505,150 | \$17,394,500 | \$3,060,000 | -82.41%     |
| <b>January Unit Sales</b>           | 4           | 9            | 4           | -55.56%     |
| <b>January New Listings</b>         | 14          | 12           | 14          | +16.67%     |
| <b>January Sales/Listings Ratio</b> | 28.57%      | 75%          | 28.57%      | -46.43%     |
| <b>January Expired Listings</b>     | 0           | 0            | 2           | Up from 0   |
| <b>YTD Sales: \$0-\$199K</b>        | 0           | 0            | 9           | No Change   |
| <b>YTD Sales: \$200K-\$349K</b>     | 0           | 0            | 0           | No Change   |
| <b>YTD Sales: \$350K-\$549K</b>     | 16          | 8            | 2           | Up from 0   |
| <b>YTD Sales: \$550K-\$749K</b>     | 1           | 1            | 0           | Down from 1 |
| <b>YTD Sales: \$750K-\$999K</b>     | 1           | 1            | 1           | No Change   |
| <b>YTD Sales: \$1M+</b>             | 2           | 7            | 1           | -85.71%     |
| <b>YTD Average Days-On-Market</b>   | 7           | 38           | 51          | +34.21%     |
| <b>YTD Average Sale Price</b>       | \$876,288   | \$1,932,722  | \$765,000   | -60.42%     |
| <b>YTD Median Sale Price</b>        | \$877,575   | \$1,510,500  | \$695,000   | -53.99%     |

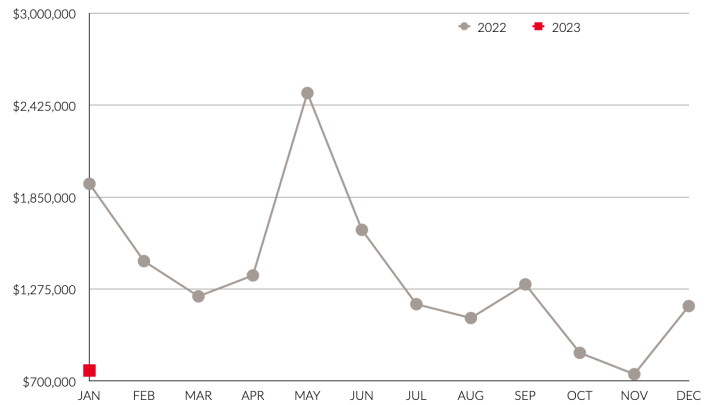
Guelph/Eramosa MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023



# AVERAGE SALE PRICE

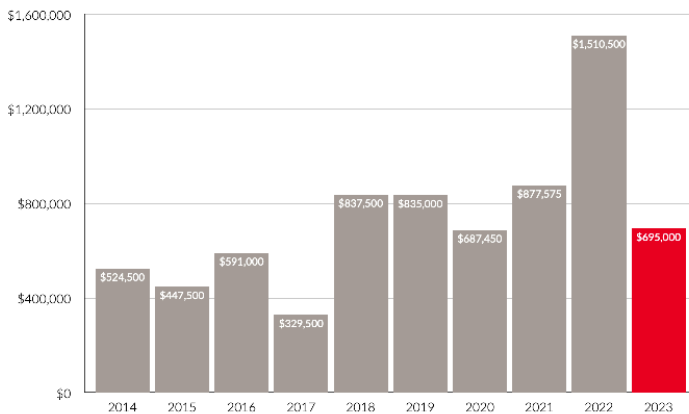


Year-Over-Year

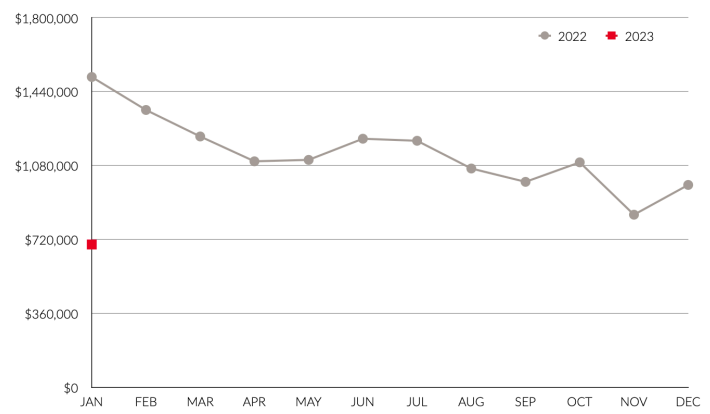


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



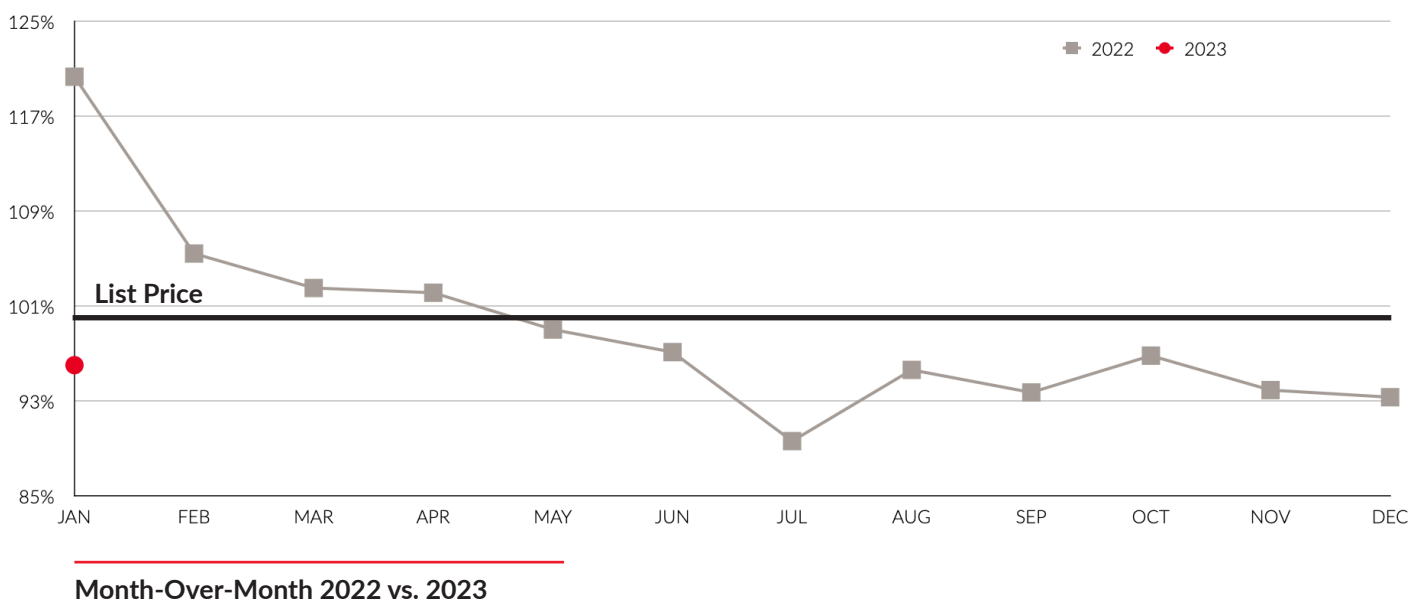
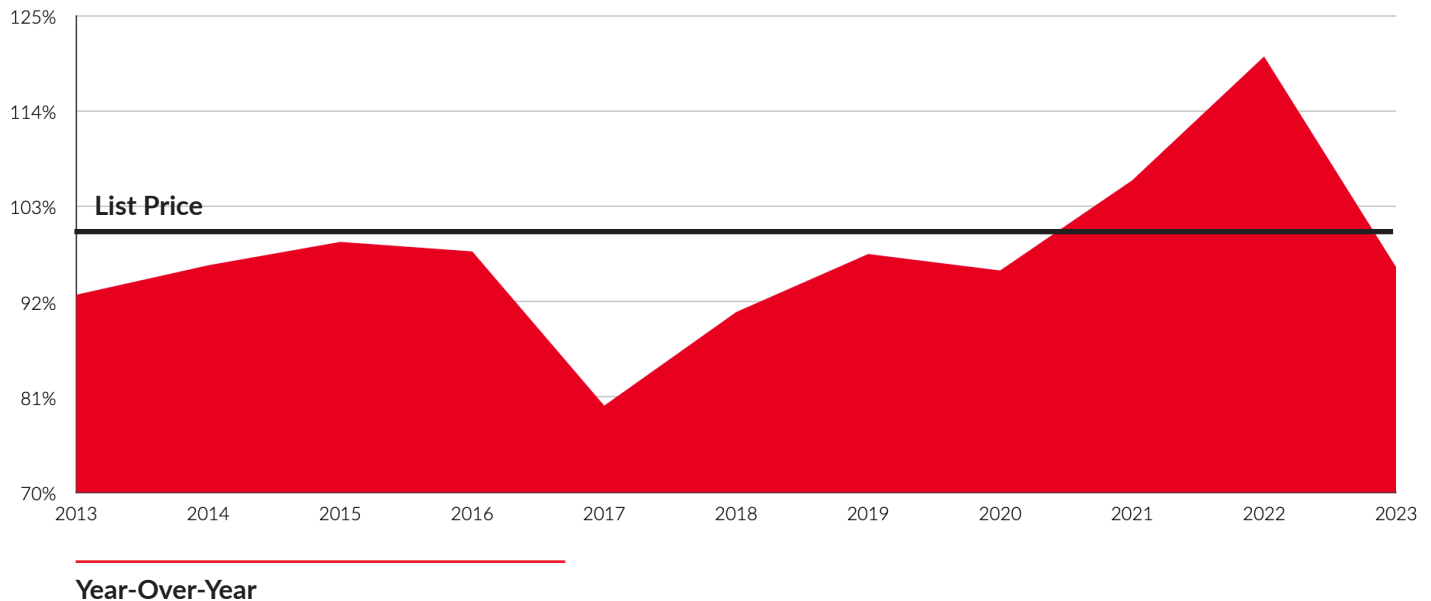
Year-Over-Year



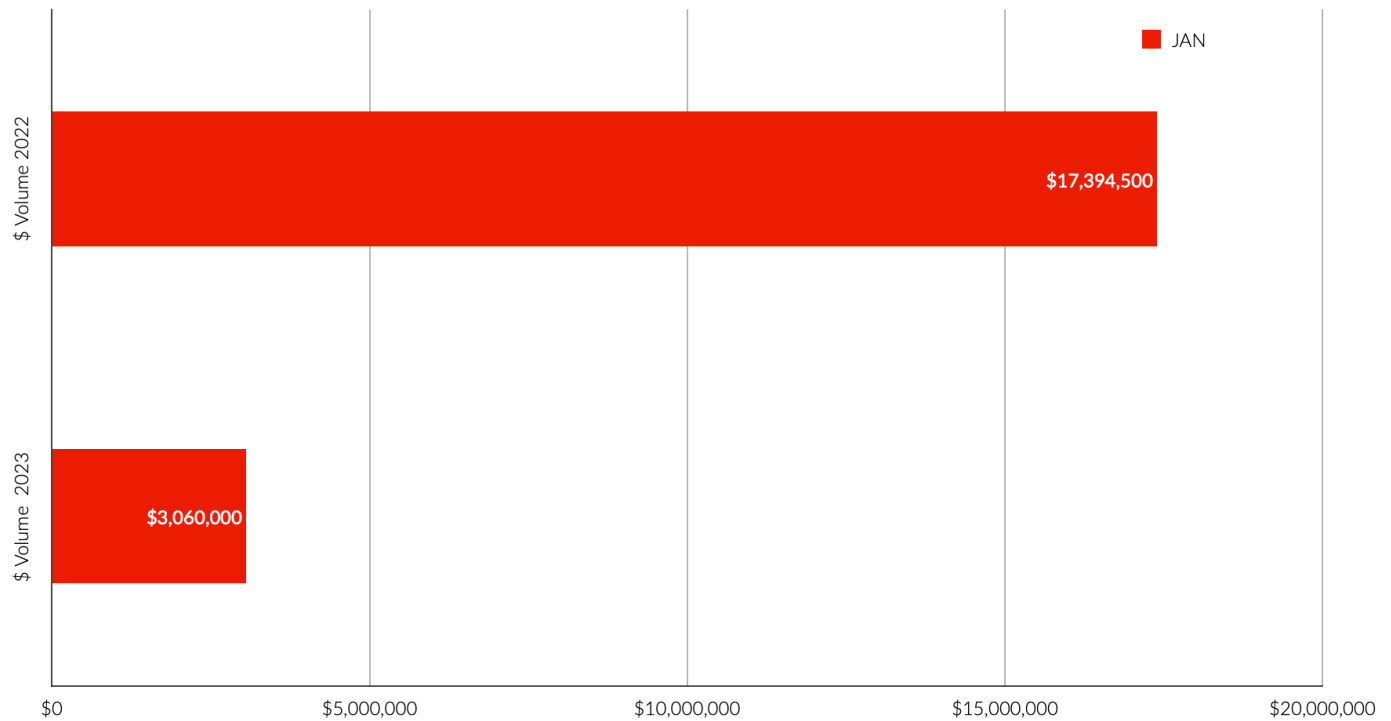
Month-Over-Month 2022 vs. 2023

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

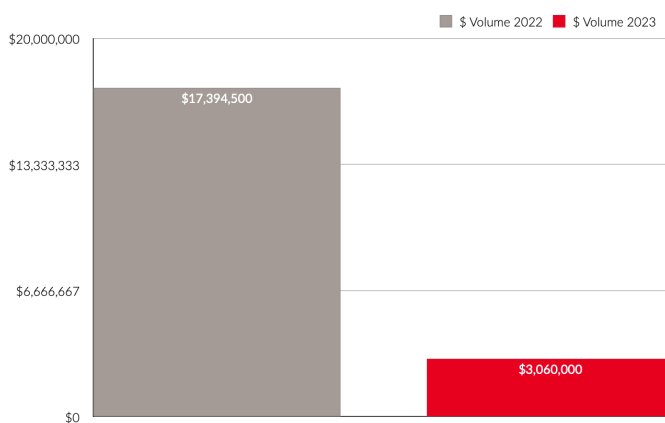
# SALE PRICE VS. LIST PRICE RATIO



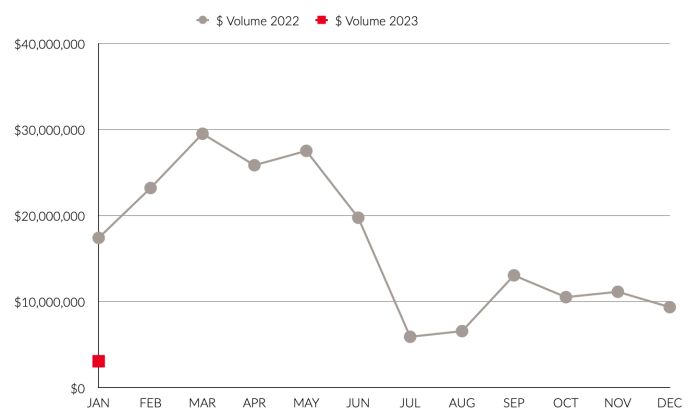
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

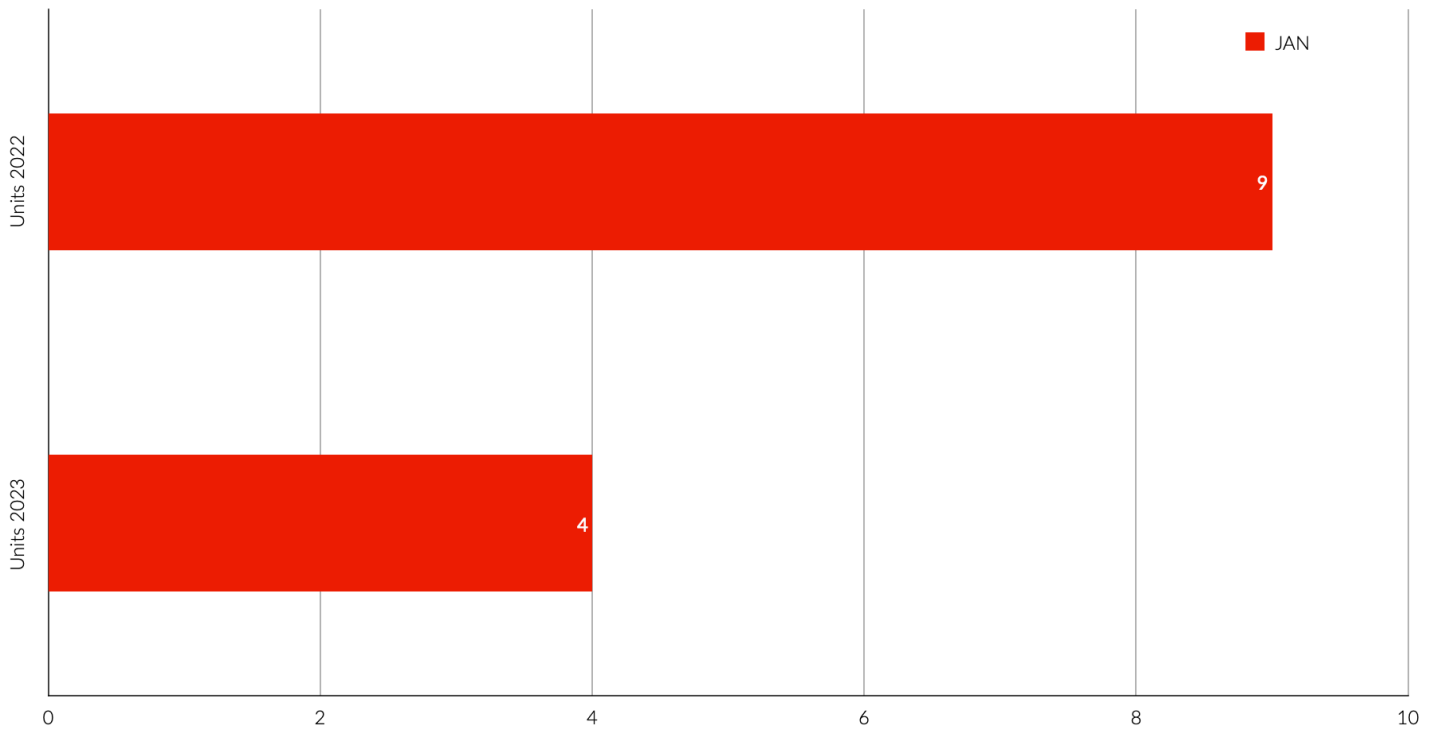


Yearly Totals 2022 vs. 2023

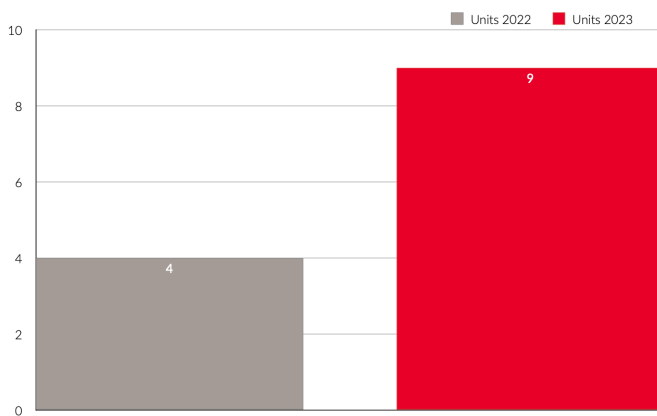


Month vs. Month 2022 vs. 2023

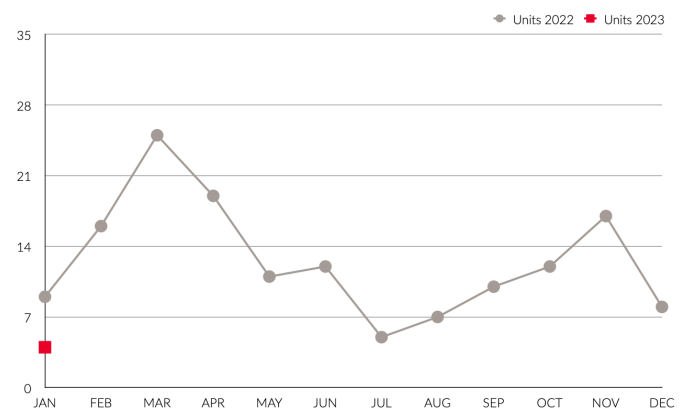
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

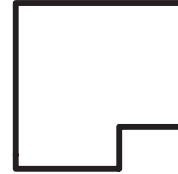
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

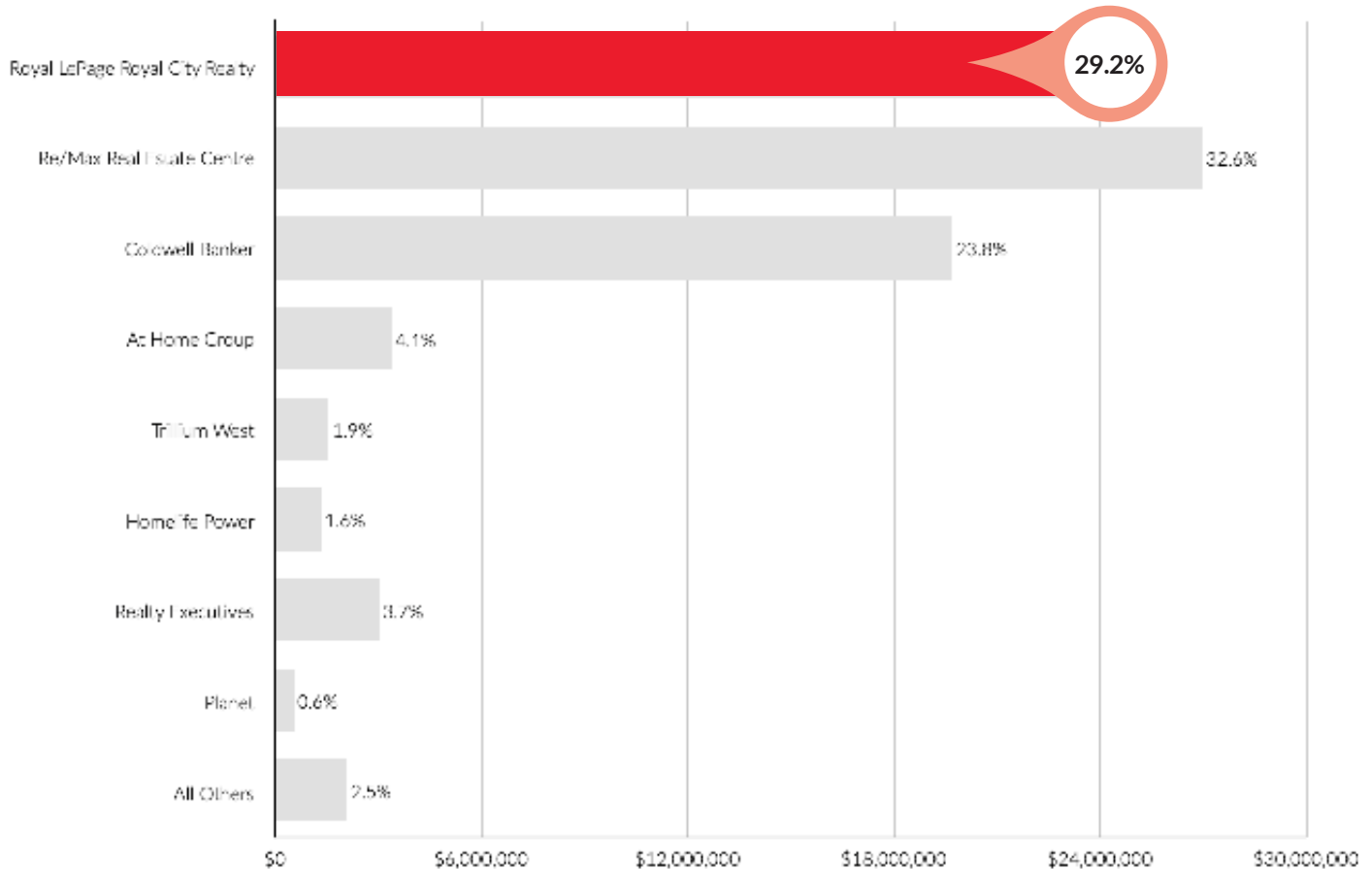
|                           |  |   |   |
|---------------------------|--|---|---|
| YTD<br>Sales Volume       |  <b>\$2,000,000</b><br>-84.62%    |  <b>\$1,060,000</b><br>+79.97%   |  <b>\$0</b><br>No Change   |
| YTD<br>Unit Sales         |  <b>2</b><br>-71.43%            |  <b>2</b><br>+100%             |  <b>0</b><br>No Change   |
| YTD<br>Average Sale Price |  <b>\$1,000,000</b><br>- 46.18% |  <b>\$530,000</b><br>-10.02%   |  <b>\$0</b><br>No Change |
| January<br>Sales Volume   |  <b>\$2,000,000</b><br>- 84.62% |  <b>\$1,060,000</b><br>+79.97% |  <b>\$0</b><br>No change |
| January<br>Unit Sales     |  <b>2</b><br>-71.43%            |  <b>2</b><br>+100%             |  <b>0</b><br>No change   |

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





# MARKET DOMINANCE

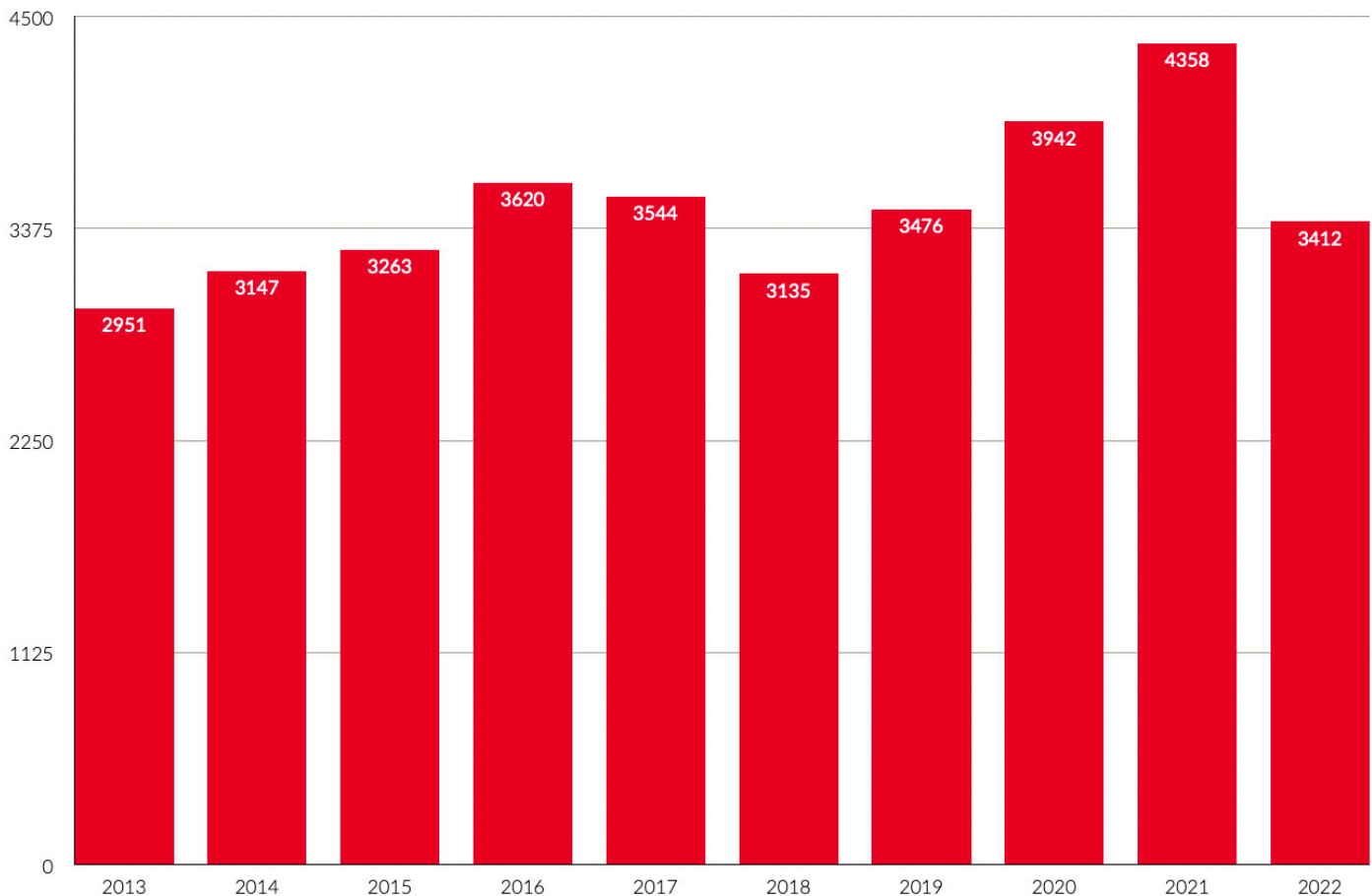


## Market Share by Dollar Volume

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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