



2023 FEBRUARY

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

OVERVIEW

BALANCED MARKET

The City of Guelph real estate market continues the year as a balanced market. Both new listings and unit sales drop lower than this time last year. The year-to-date average and median sales prices continue to dip lower than they were this time last year, which may show sign of larger changes coming to this market in the near future.



February year-over-year sales volume of \$104,151,823

Down 57.98% from 2022's \$247,867,611 with unit sales of 160 down 40.74% from last February's 270. New listings of 272 are down 20.93% from a year ago, with the sales/listing ratio of 58.82% down 19.66%.



Year-to-date sales volume of \$178,443,251

Down 56.46% from 2022's \$409,862,270 with unit sales of 296 down 30.35% from 2022's 425. New listings of 512 are down 8.9% from a year ago, with the sales/listing ratio of 57.81% down 17.81%.



Year-to-date average sale price of \$640,153

Down from \$997,406 one year ago with median sale price of \$735,000 down from \$934,250 one year ago. Average days-on-market of 30.5 is up 18 days from last year.

FEBRUARY NUMBERS

Median Sale Price

\$740,000

-19.39%

Average Sale Price

\$676,311

-28.79%

Sales Volume

\$104,151,823

-57.98%

Unit Sales

160

-40.74%

New Listings

272

-20.93%

Expired Listings

28

+27.27%

Unit Sales/Listings Ratio

58.82%

-19.66%

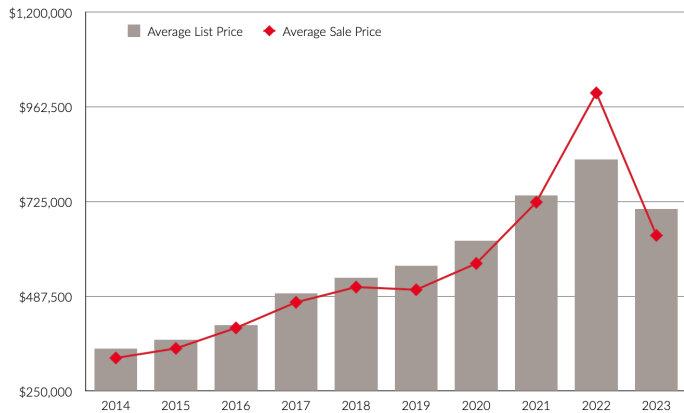
*Year-over-year comparison
(February 2023 vs. February 2022)*

THE MARKET IN DETAIL

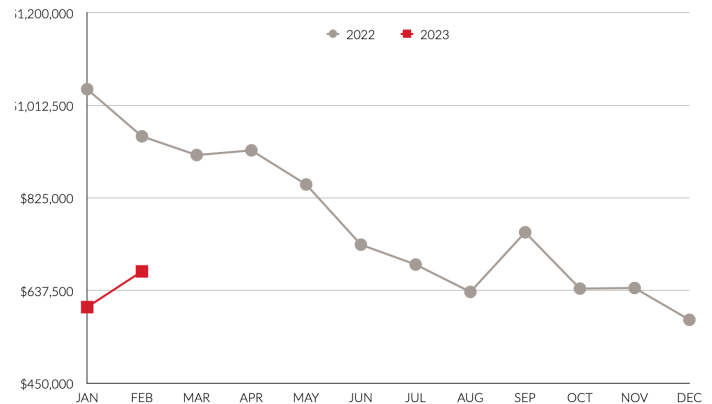
	2021	2022	2023	2022-2023
YTD Volume Sales	\$291,300,979	\$409,862,270	\$178,443,251	-56.46%
YTD Unit Sales	401	425	296	-30.35%
YTD New Listings	524	562	512	-8.9%
YTD Sales/Listings Ratio	76.53%	75.62%	57.81%	-17.81%
YTD Expired Listings	12	27	47	+74.07%
February Volume Sales	\$185,769,217	\$247,867,611	\$104,151,823	-57.98%
February Unit Sales	252	270	160	-40.74%
February New Listings	321	344	272	-20.93%
February Sales/Listings Ratio	78.5%	78.49%	58.82%	-19.66%
February Expired Listings	8	22	28	+27.27%
YTD Sales: \$0-\$199K	0	19	59	+210.53%
YTD Sales: \$200K-\$349K	6	3	1	-66.67%
YTD Sales: \$350K-\$549K	76	17	41	+141.18%
YTD Sales: \$550K-\$749K	166	65	88	+35.38%
YTD Sales: \$750K-\$999K	117	163	82	-49.69%
YTD Sales: \$1M+	37	158	25	-84.2%
YTD Average Days-On-Market	11	12.5	30.5	+144%
YTD Average Sale Price	\$723,302	\$779,406	\$640,153	-35.82%
YTD Median Sale Price	\$694,750	\$934,250	\$735,000	-21.33%

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

AVERAGE SALE PRICE

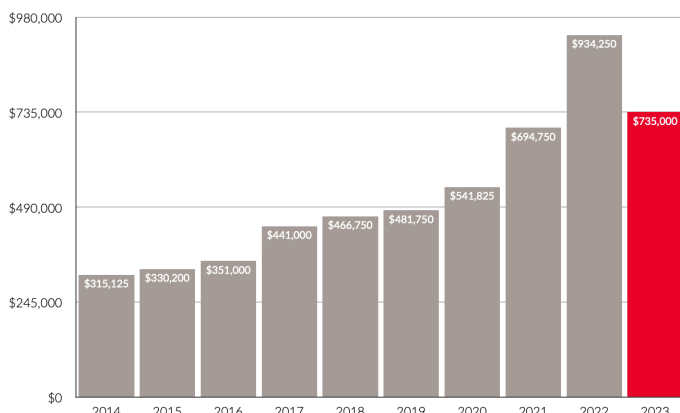


Year-Over-Year

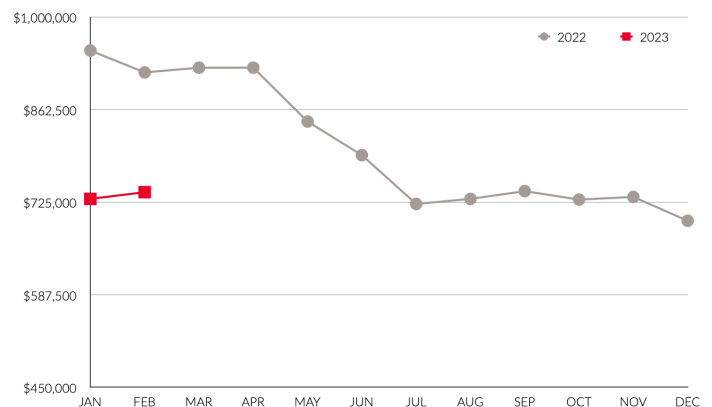


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



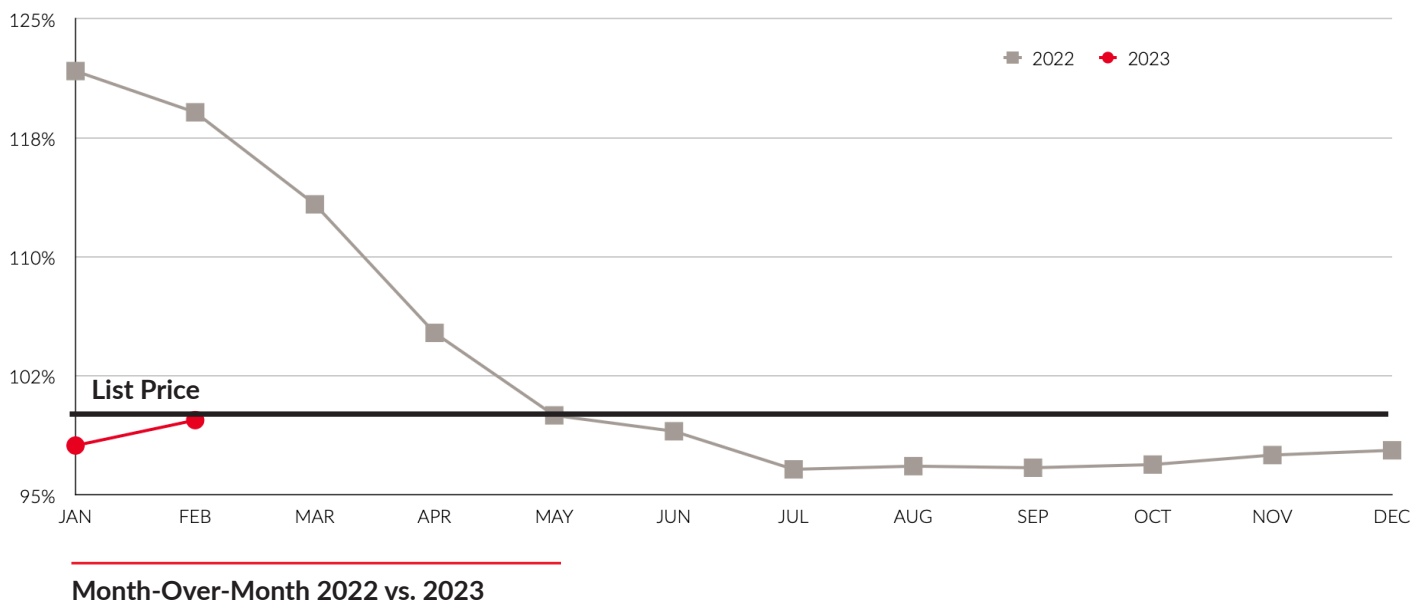
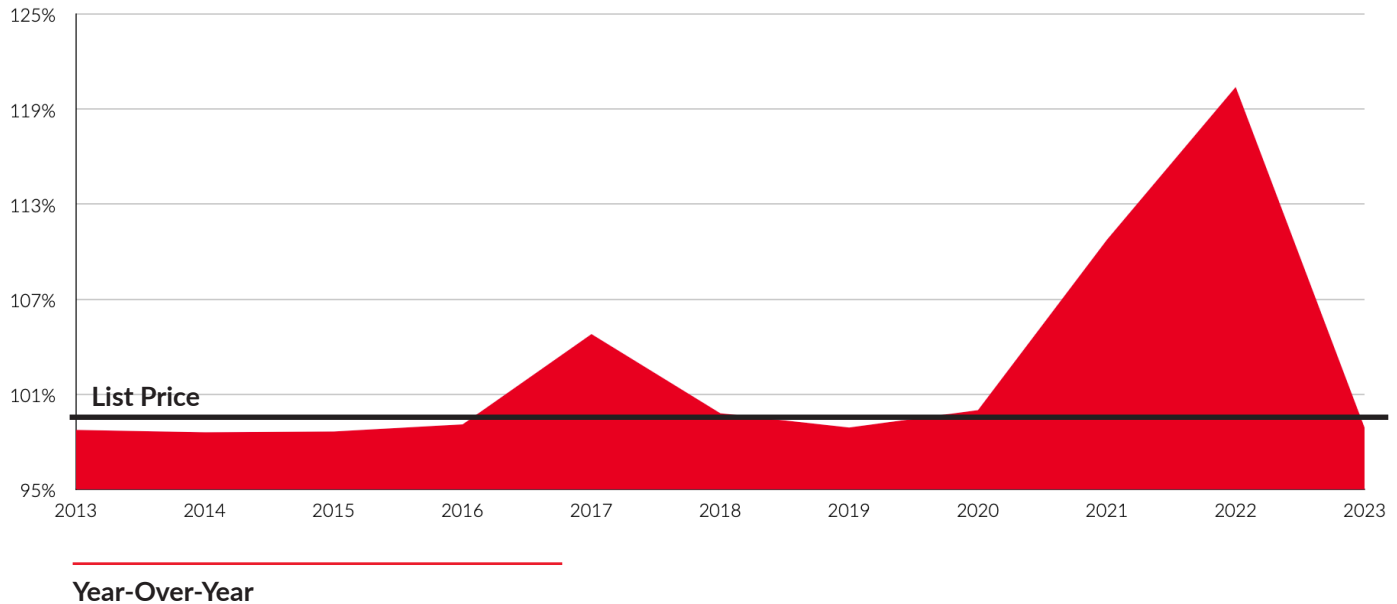
Year-Over-Year



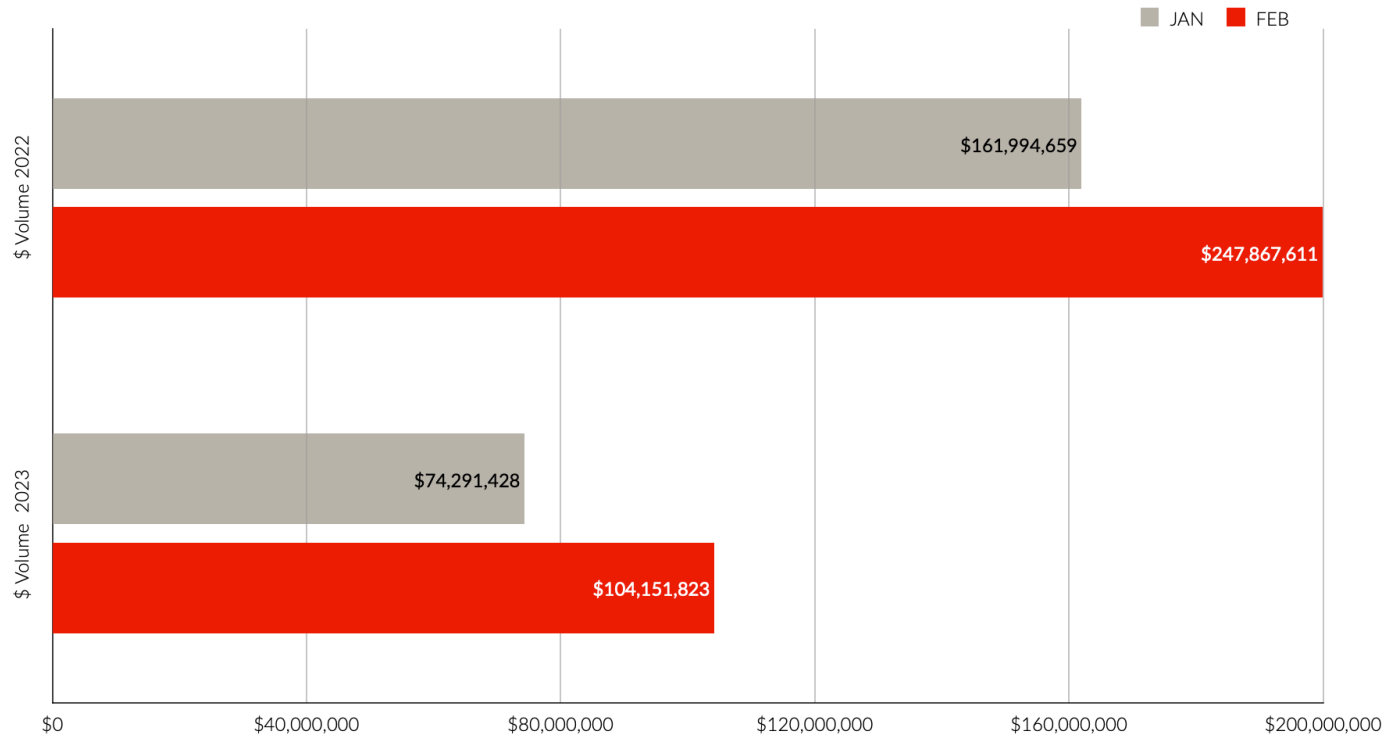
Month-Over-Month 2022 vs. 2023

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

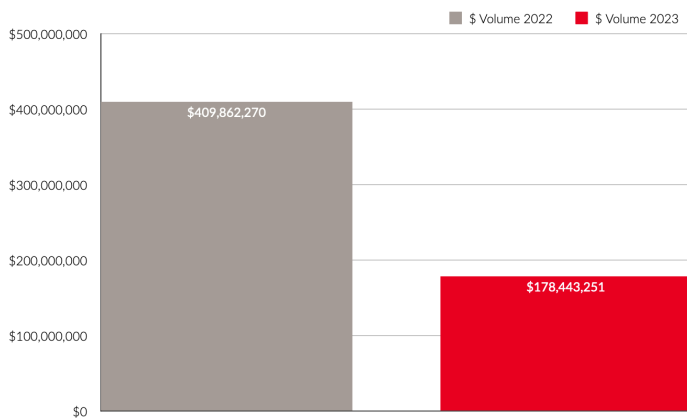
SALE PRICE VS. LIST PRICE RATIO



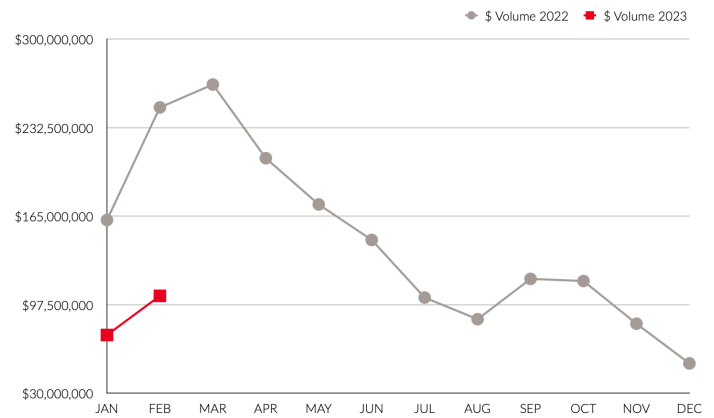
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

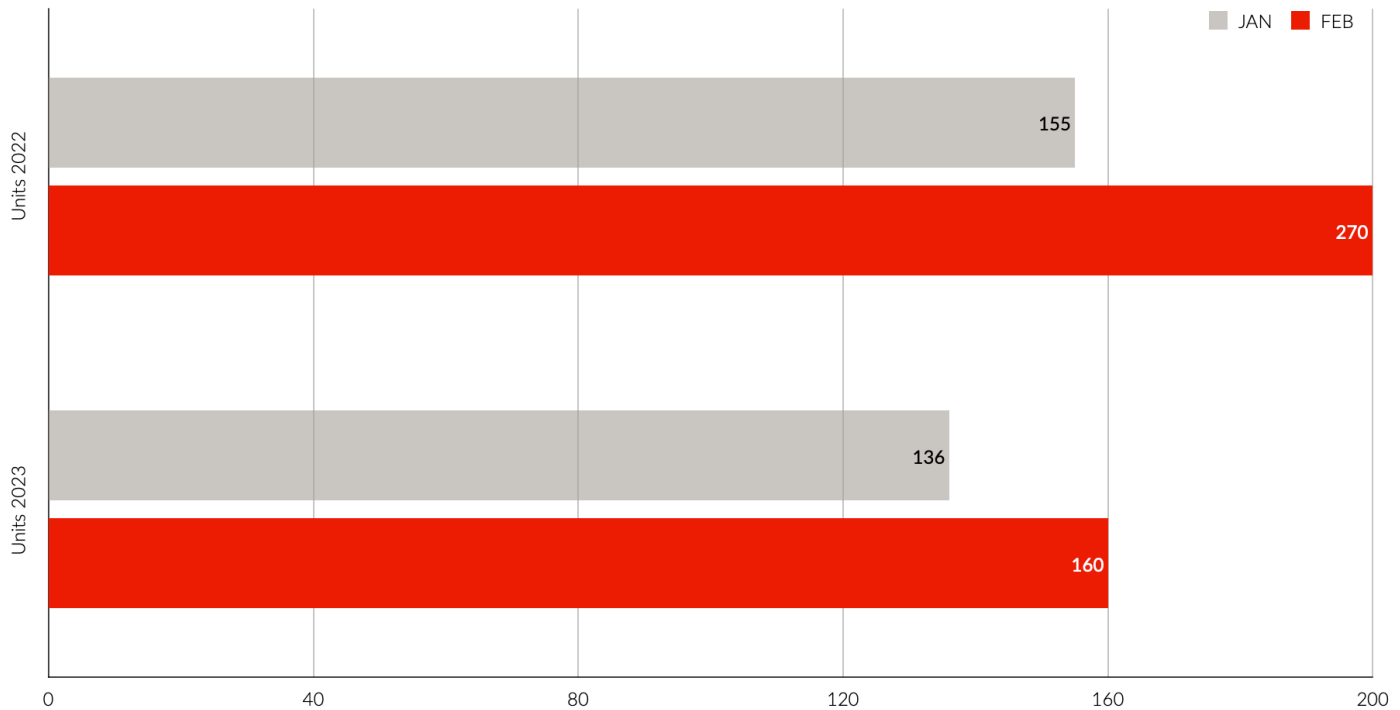


Yearly Totals 2022 vs. 2023

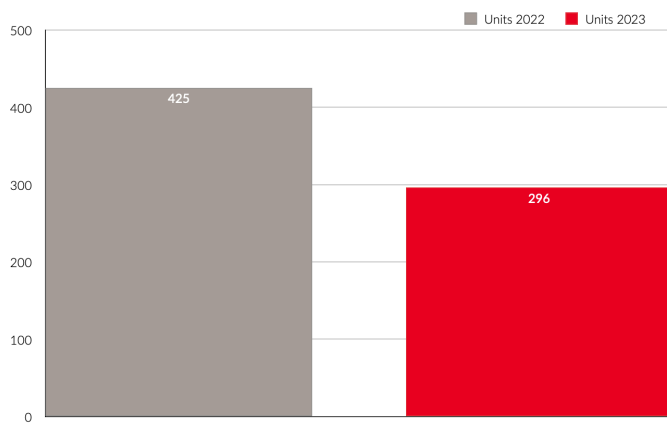


Month vs. Month 2022 vs. 2023

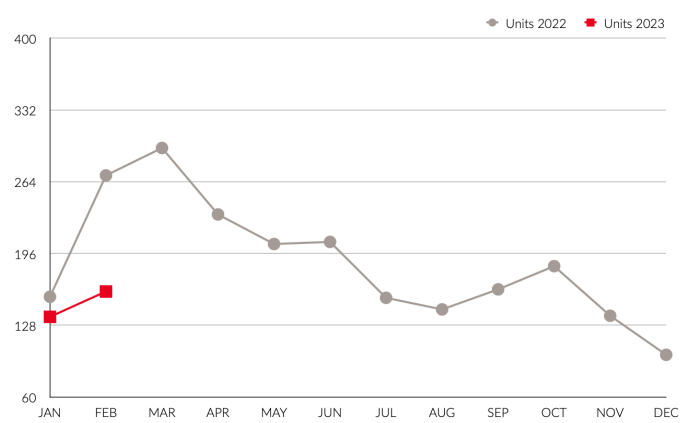
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

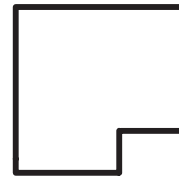
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



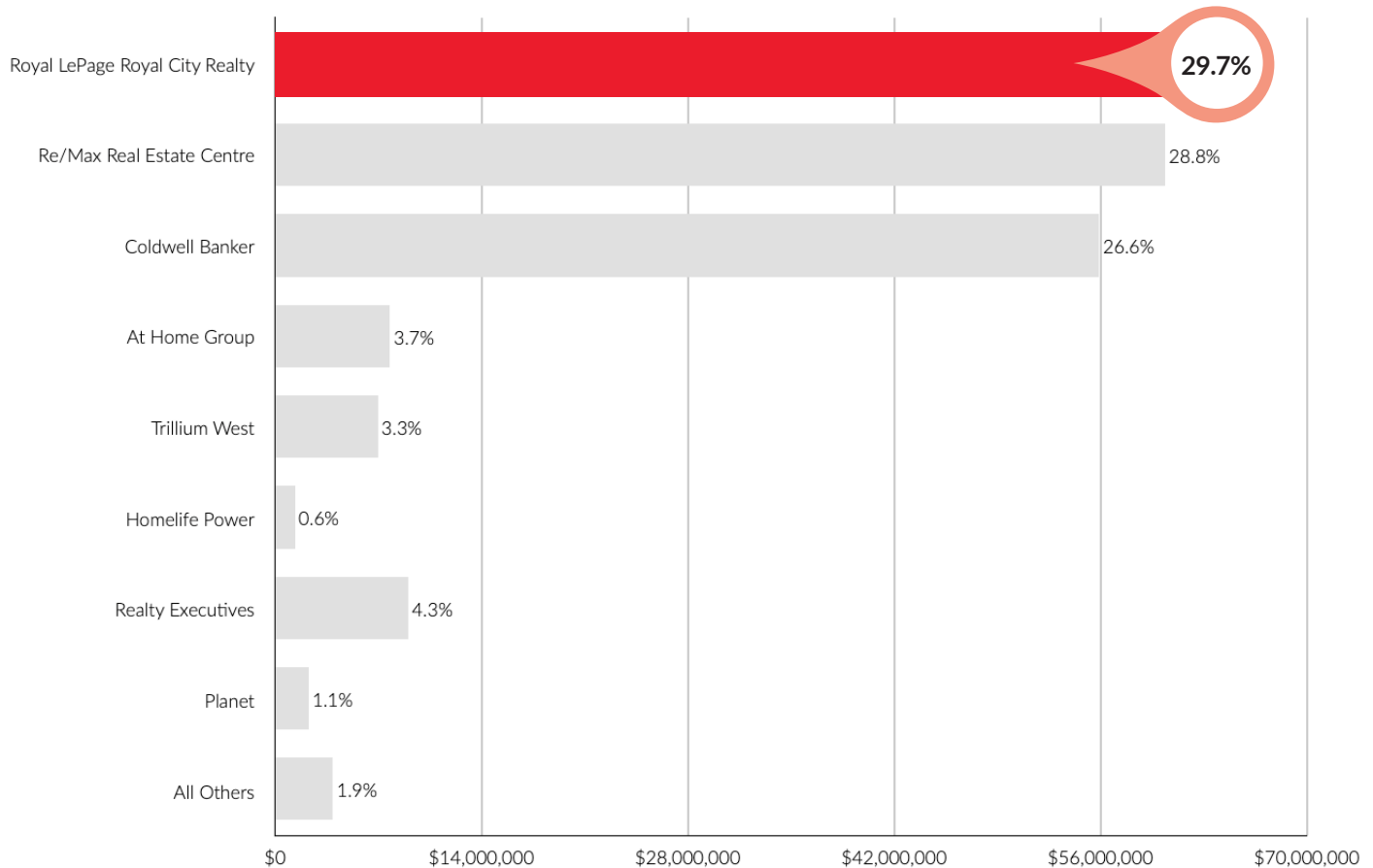
VACANT LAND

YTD Sales Volume	 \$119,060,797 -54.82%	 \$52,671,962 -52.58%	 \$2,654,000 Up from \$0
YTD Unit Sales	 141 -41%	 87 -40.41%	 4 Up from 0
YTD Average Sale Price	 \$844,404 -23.41%	 \$605,425 -20.42%	 \$663,500 Up from \$0
February Sales Volume	 \$69,469,343 -56.21%	 \$31,197,150 -55.63%	 \$1,449,000 Up from \$0
February Unit Sales	 82 -43.06%	 49 -46.15%	 2 Up from 0

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



MARKET DOMINANCE

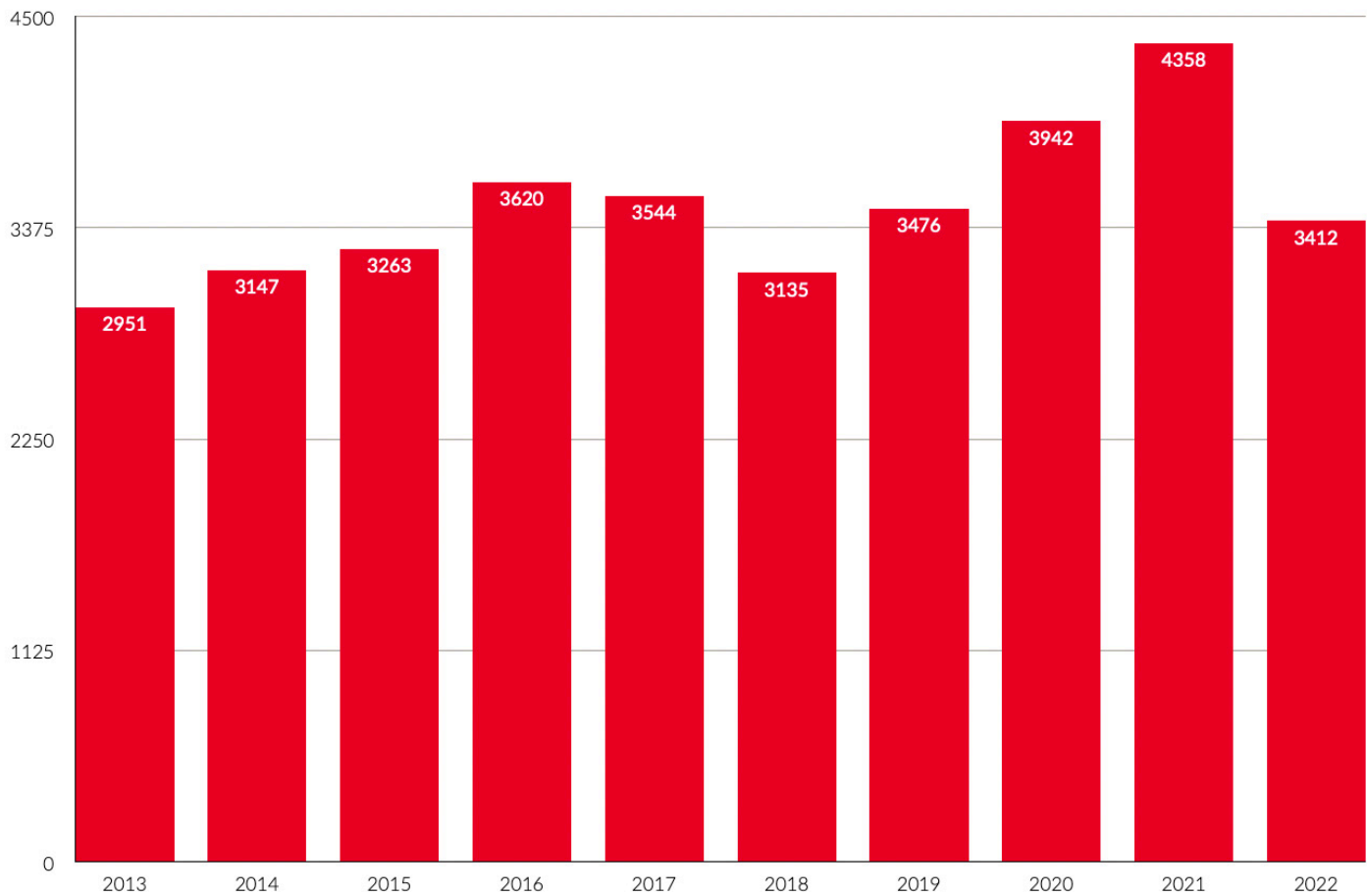


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
February 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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