



# 2023 FEBRUARY

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



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa continues to be a balanced market, despite the drop in unit sales and the rise in new listings. The year-to-date average and median sales prices are lower than they were this time last year, which could be a sign of larger changes down the road. It is important to note that this market is smaller, and more prone of erratic change.



### February year-over-year sales volume of \$14,423,800

Down 37.75% from 2022's \$23,186,974 with unit sales of 11 down 31.25% from last February's 16. New listings of 23 are up from the 21 in 2022, with the sales/listing ratio of 47.83% down from 76.16% in 2022.



### Year-to-date sales volume of \$17,492,800

Down 56.89% from 2022's \$40,581,474 with unit sales of 15 down 40% from last February's 25. New listings of 37 are up 12.12% from a year ago, with the sales/listing ratio of 40.54% down 35.22%.



### Year-to-date average sale price of \$895,434

Down from \$1,690,954 one year ago with median sale price of \$935,000 down from \$1,430,250 one year ago. Average days-on-market of 37 is up 4 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$1,175,000**  
-12.96%

Average Sale Price

**\$1,025,867**  
-29.21%

Sales Volume

**\$14,423,800**  
-37.75%

Unit Sales

**11**  
-31.25%

New Listings

**23**  
+9.52%

Expired Listings

**1**  
No Change

Unit Sales/Listings Ratio

**47.83%**  
-28.36%

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

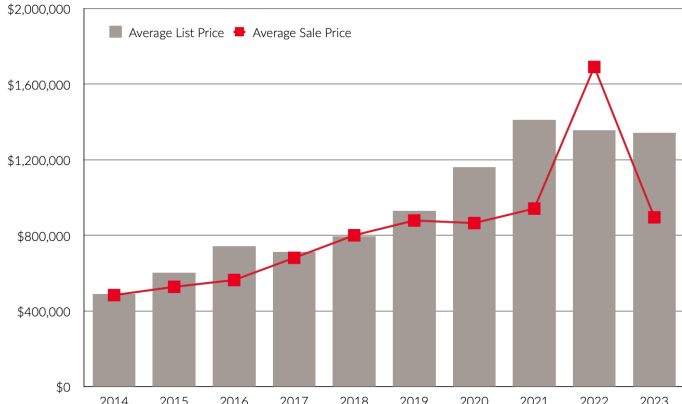


# THE MARKET IN DETAIL

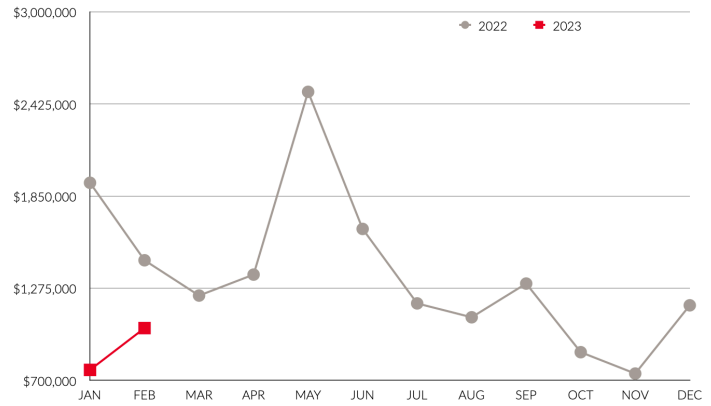
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$23,650,370	\$40,581,474	\$17,492,800	-56.89%
<b>YTD Unit Sales</b>	24	25	15	-40%
<b>YTD New Listings</b>	41	33	37	+12.12%
<b>YTD Sales/Listings Ratio</b>	58.54%	75.76%	40.54%	-35.22%
<b>YTD Expired Listings</b>	0	1	3	Up from 1
<b>February Volume Sales</b>	\$20,145,220	\$23,186,974	\$14,423,800	-37.75%
<b>February Unit Sales</b>	20	16	11	-31.25%
<b>February New Listings</b>	27	21	23	+9.52%
<b>February Sales/Listings Ratio</b>	74.07%	76.19%	47.83%	-28.36%
<b>February Expired Listings</b>	0	1	1	No Change
<b>YTD Sales: \$0-\$199K</b>	0	1	1	No Change
<b>YTD Sales: \$200K-\$349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	2	0	3	Up from 0
<b>YTD Sales: \$550K-\$749K</b>	3	1	0	Down from 1
<b>YTD Sales: \$750K-\$999K</b>	12	3	2	-33.33%
<b>YTD Sales: \$1M+</b>	7	20	9	-55%
<b>YTD Average Days-On-Market</b>	8.5	35.5	53.5	+50.7%
<b>YTD Average Sale Price</b>	\$941,775	\$1,690,954	\$895,434	-47.05%
<b>YTD Median Sale Price</b>	\$867,580	\$1,430,250	\$935,000	-34.63%

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

# AVERAGE SALE PRICE

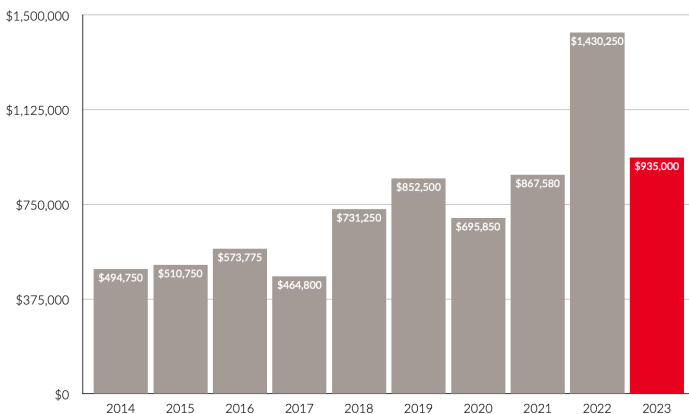


Year-Over-Year

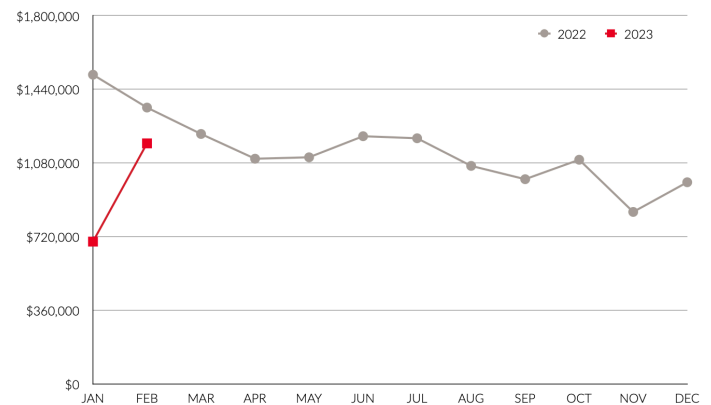


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



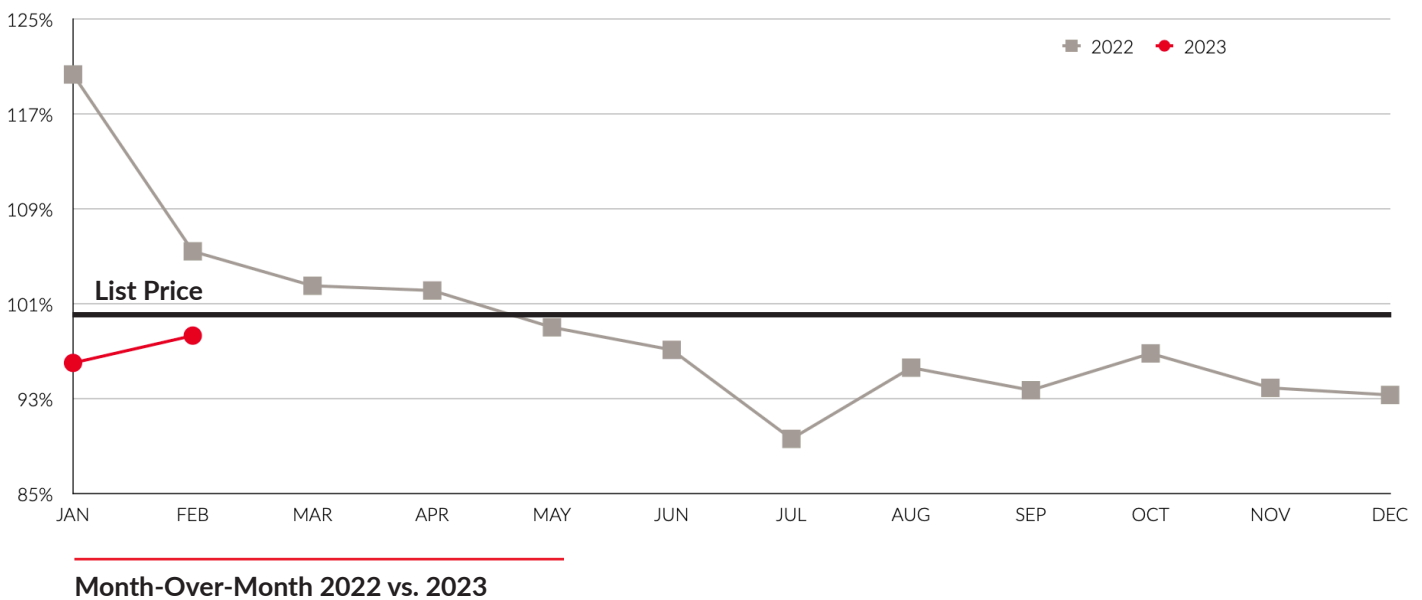
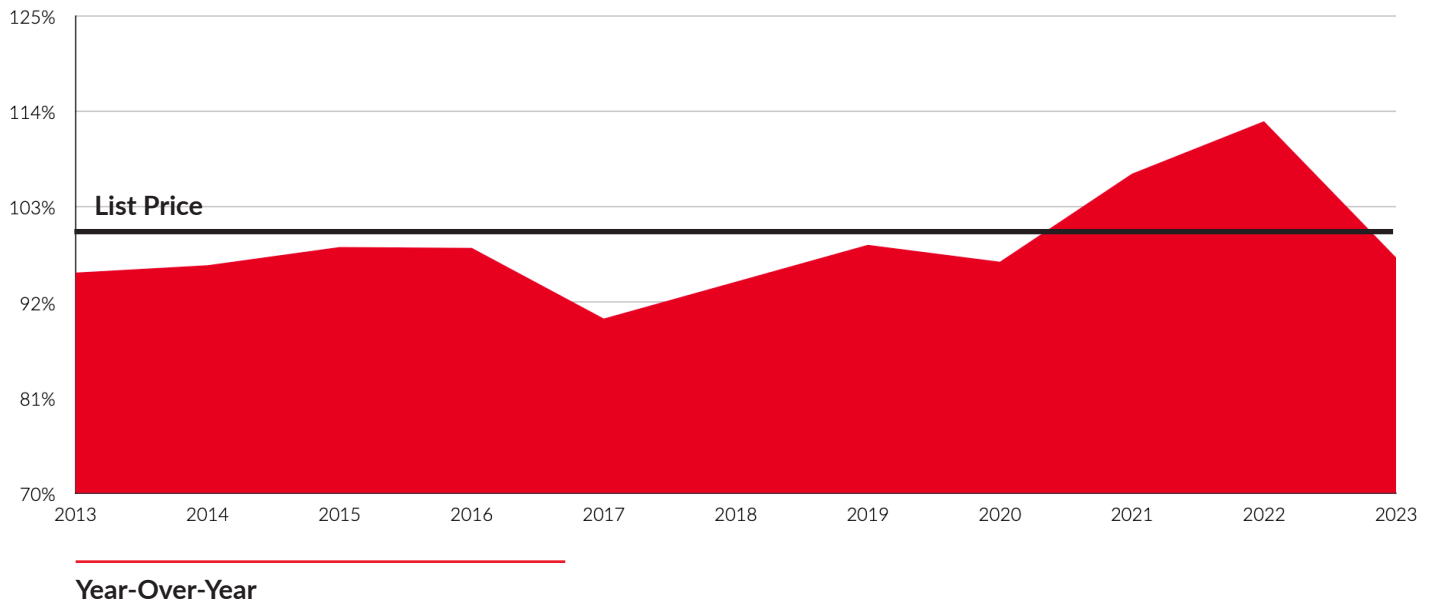
Year-Over-Year



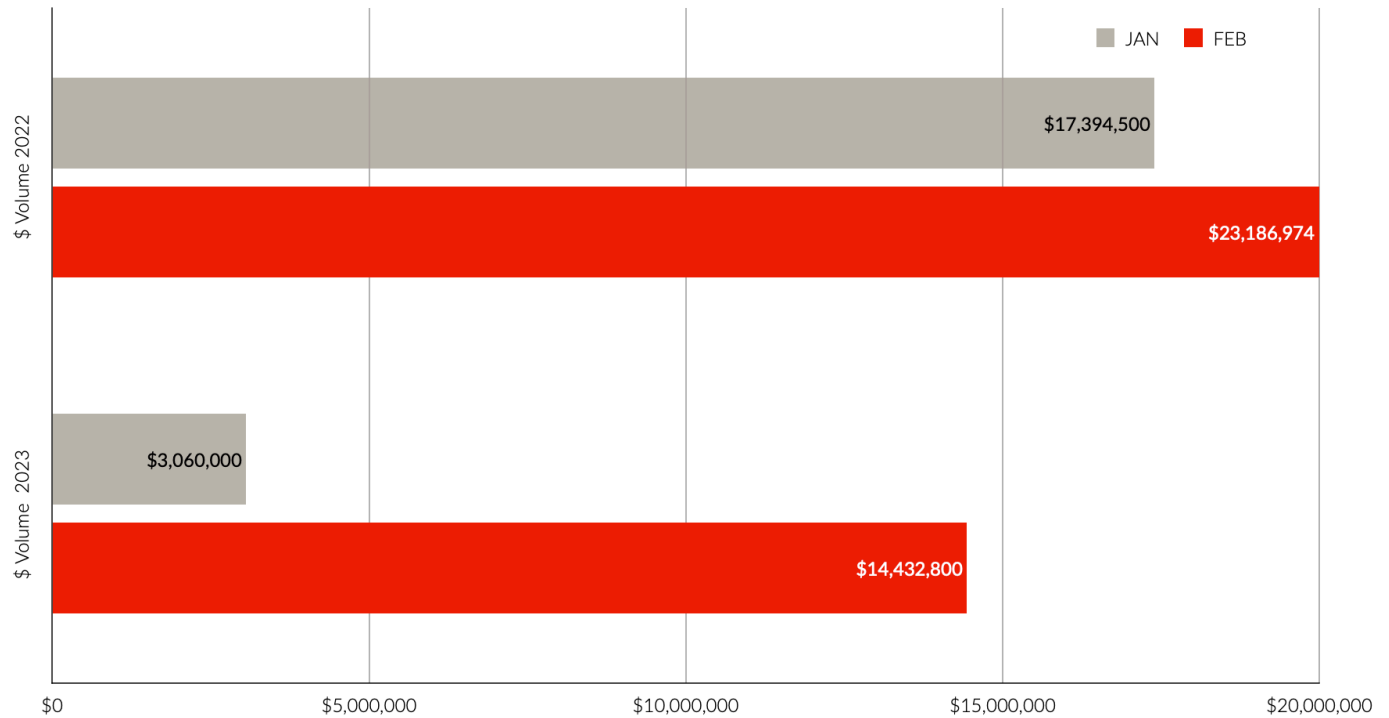
Month-Over-Month 2022 vs. 2023

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

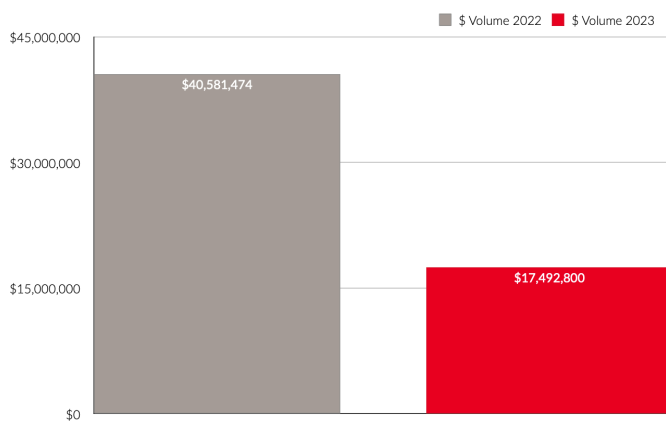
# SALE PRICE VS. LIST PRICE RATIO



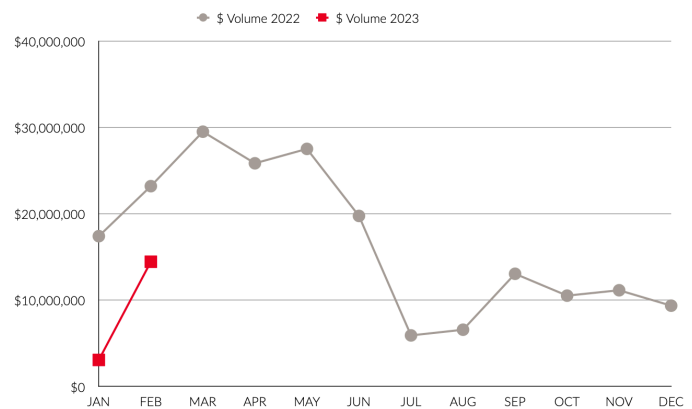
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

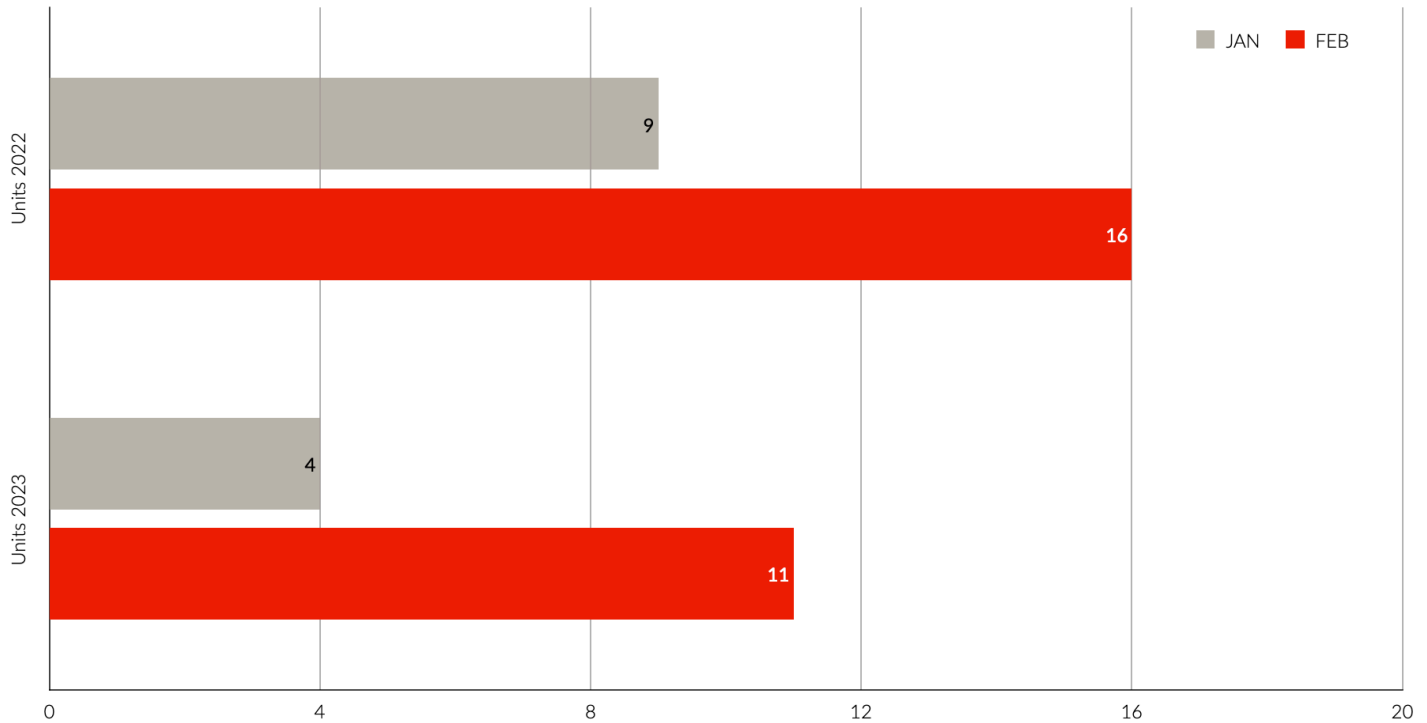


Yearly Totals 2022 vs. 2023

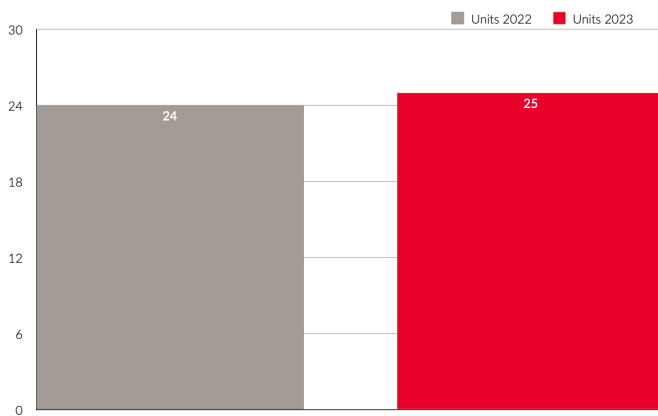


Month vs. Month 2022 vs. 2023

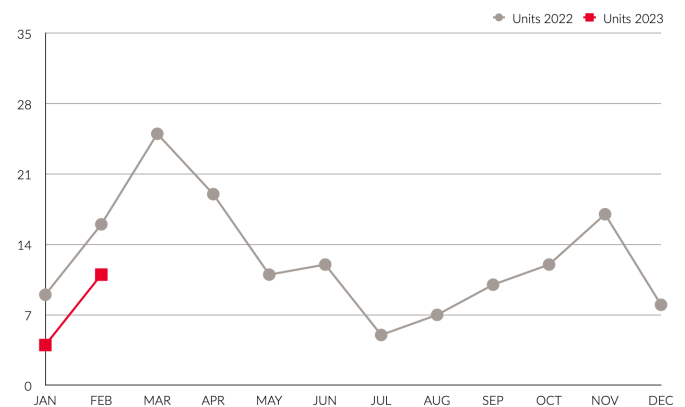
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

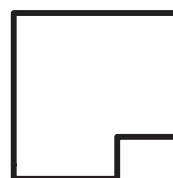
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



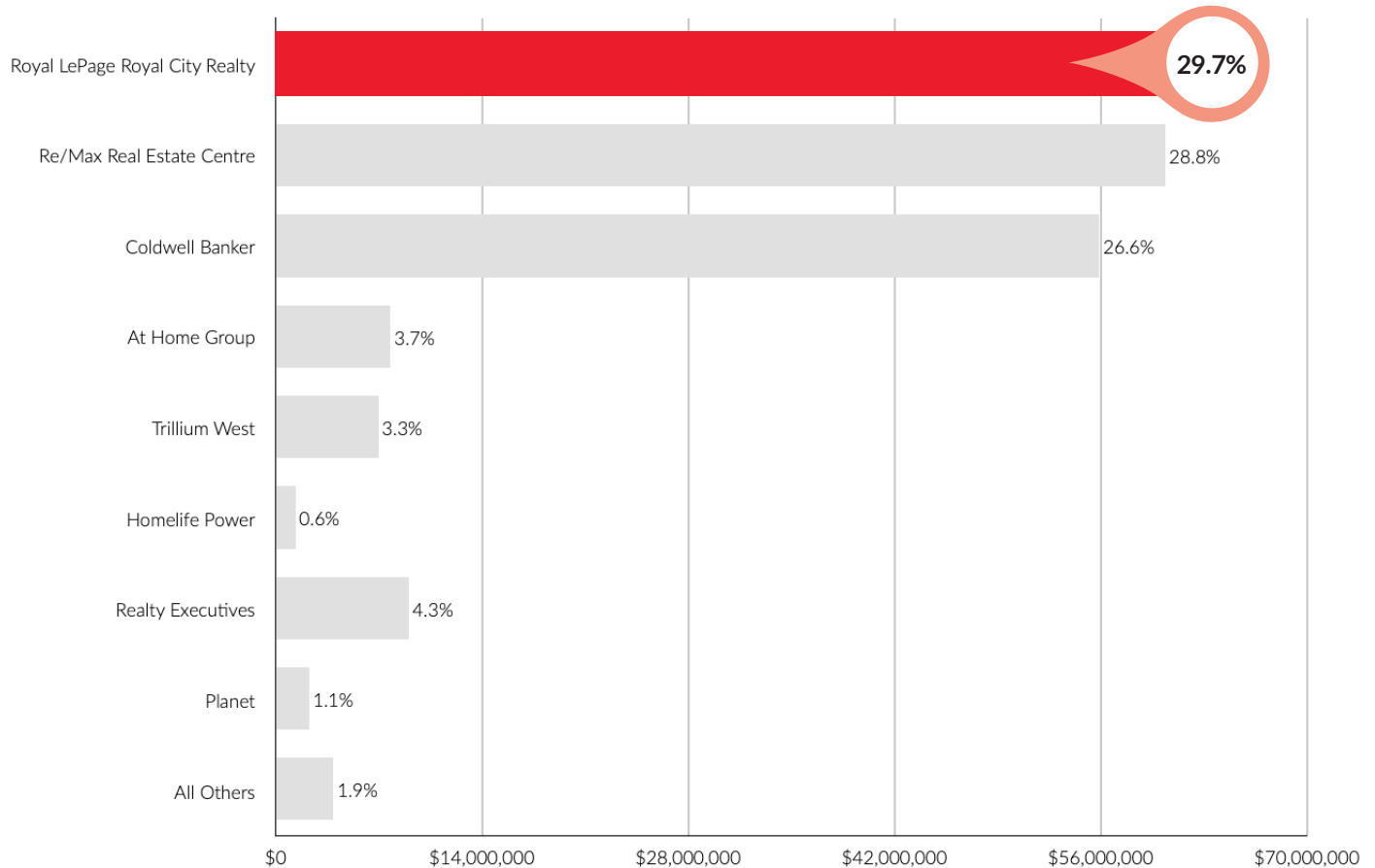
## VACANT LAND

YTD Sales Volume	 <b>\$13,300,000</b> -58.06%	 <b>\$1,589,900</b> +169.93%	 <b>\$0</b> Down from \$1,750,000
YTD Unit Sales	 <b>10</b> -50%	 <b>3</b> +200%	 <b>0</b> Down from 1
YTD Average Sale Price	 <b>\$1,330,000</b> -16.13%	 <b>\$529,900</b> -10.02%	 <b>\$0</b> Down from \$1,750,000
February Sales Volume	 <b>\$11,300,000</b> -39.6%	 <b>\$529,900</b> Up from \$0	 <b>\$0</b> Down from \$1,750,000
February Unit Sales	 <b>8</b> -38.46%	 <b>1</b> Up from 0	 <b>0</b> Down from 1

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



# MARKET DOMINANCE

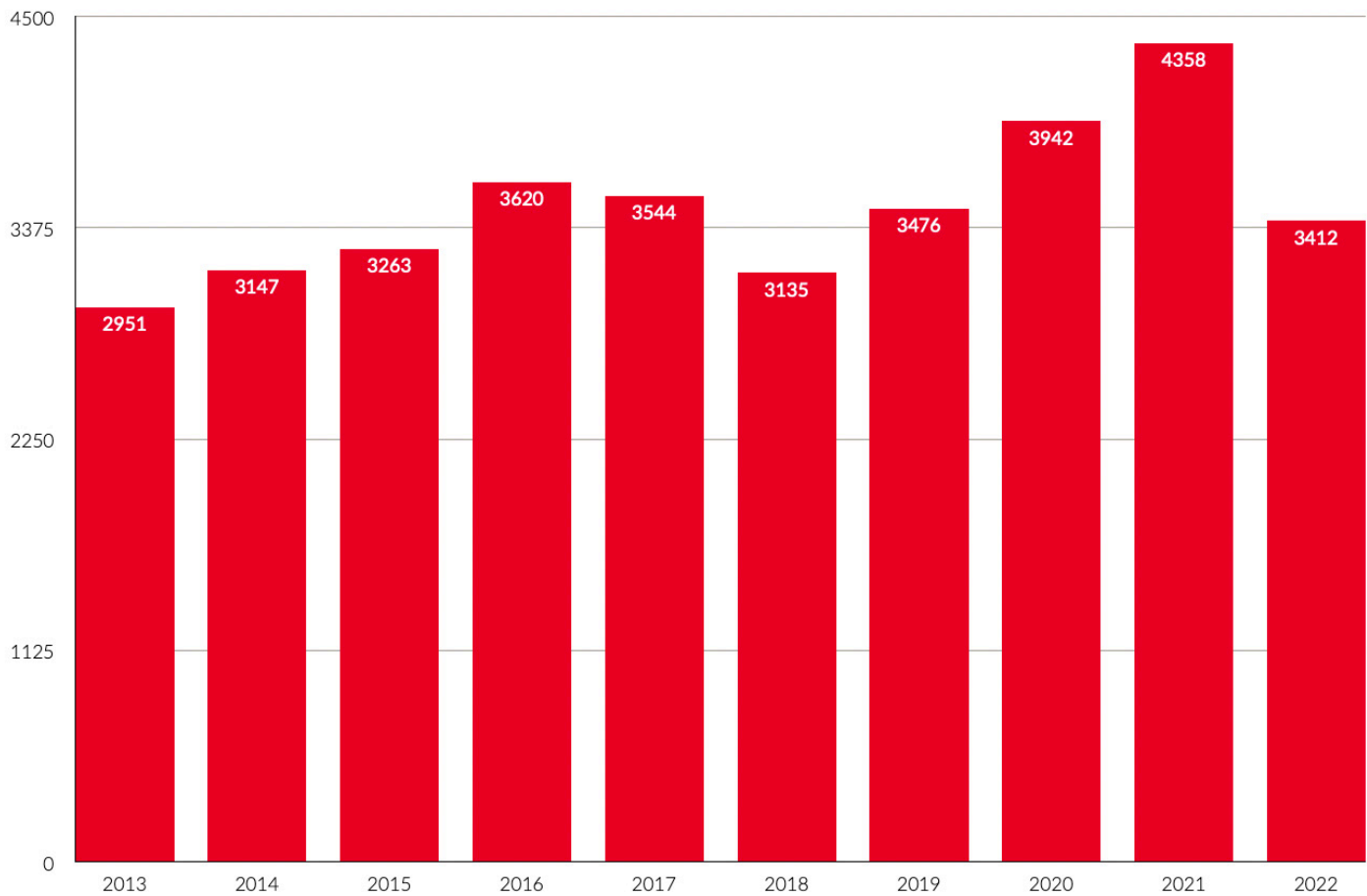


## Market Share by Dollar Volume

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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