



# 2023 MARCH

**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, but have stayed relatively consistent since August of 2022



### March year-over-year sales volume of \$145,885,314

Down 45.02% from 2022's \$675,209,006 with unit sales of 226 down 23.65% from last March's 296. New listings of 342 are down 21.2% from a year ago, with the sales/listing ratio of 66.08% down 2.12%.



### Year-to-date sales volume of \$324,328,656

Down 51.97% from 2022's \$675,209,006 with unit sales of 552 down 27.6% from 2022's 721. New listings of 834 are down 14.26% from a year ago, with the sales/listing ratio of 61.12% down 11.27%.



### Year-to-date average sale price of \$649,835

Down from \$968,885 one year ago with median sale price of \$735,000 down from \$925,000 one year ago. Average days-on-market of 27.67 is up 15.34 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$735,000**

-20.54%

Average Sale Price

**\$669,199**

-26.61%

Sales Volume

**\$145,885,314**

-45.02%

Unit Sales

**226**

-23.65%

New Listings

**342**

-21.2%

Expired Listings

**15**

-6.25%

Unit Sales/Listings Ratio

**66.08%**

-2.12%

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

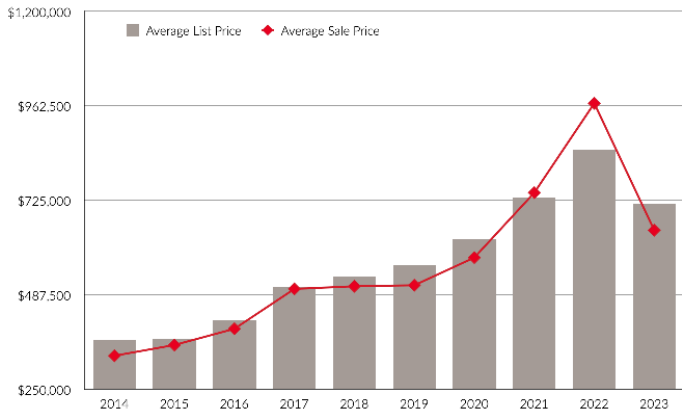
# THE MARKET IN DETAIL

	2021	2022	2023	2022-2023
YTD Volume Sales	\$581,344,928	\$675,209,006	\$324,328,565	-51.97%
YTD Unit Sales	770	721	522	-27.6%
YTD New Listings	965	996	854	-14.26%
YTD Sales/Listings Ratio	79.79%	72.39%	61.12%	-11.27%
YTD Expired Listings	15	43	62	+44.19%
March Volume Sales	\$290,043,949	\$265,346,736	\$145,885,314	-45.02%
March Unit Sales	369	296	226	-23.65%
March New Listings	441	434	342	-21.2%
March Sales/Listings Ratio	83.67%	68.2%	66.08%	-2.12%
March Expired Listings	3	16	15	-6.25%
YTD Sales: \$0-\$199K	1	47	96	+104.26%
YTD Sales: \$200K-\$349K	8	3	1	-66.67%
YTD Sales: \$350K-\$549K	140	27	78	+188.89%
YTD Sales: \$550K-\$749K	320	118	148	+25.42%
YTD Sales: \$750K-\$999K	222	260	148	-43.08%
YTD Sales: \$1M+	79	266	51	-80.8%
YTD Average Days-On-Market	10.67	12.33	27.67	+124.32%
YTD Average Sale Price	\$744,210	\$968,885	\$649,835	-32.93%
YTD Median Sale Price	\$701,000	\$925,000	\$735,000	-20.45%

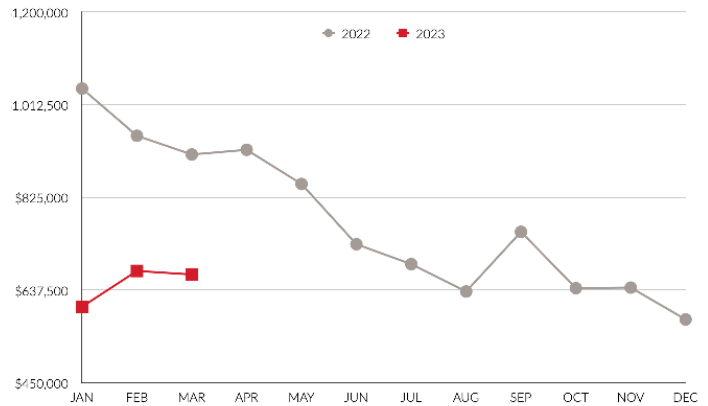
City of Guelph MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023



# AVERAGE SALE PRICE

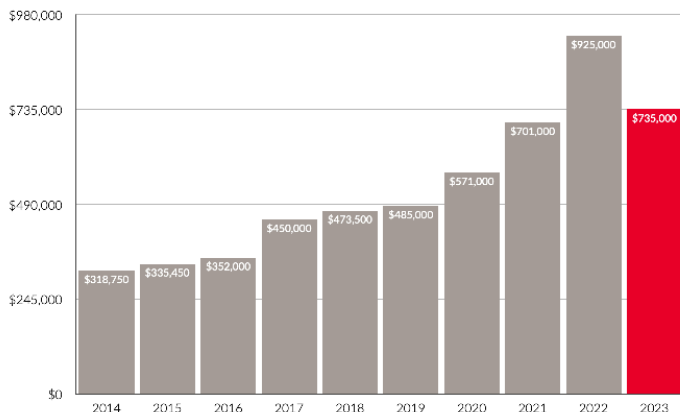


Year-Over-Year

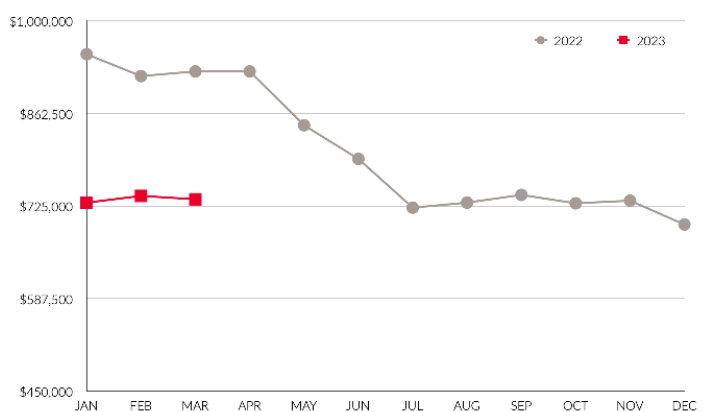


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



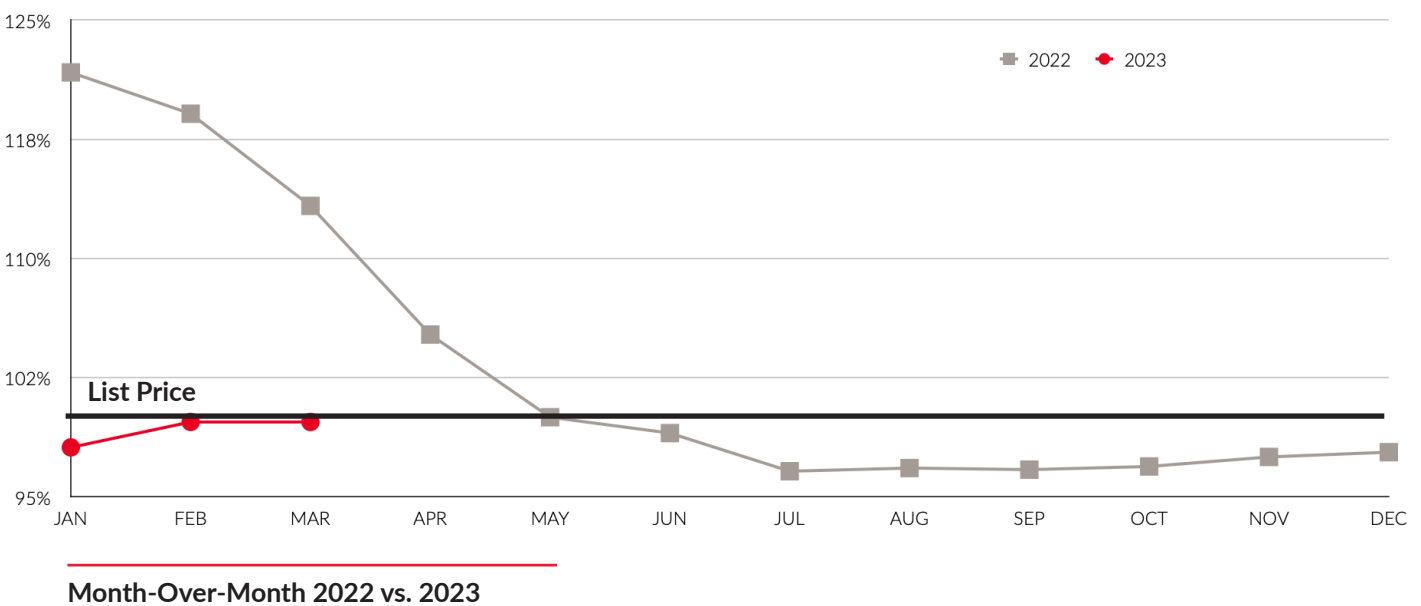
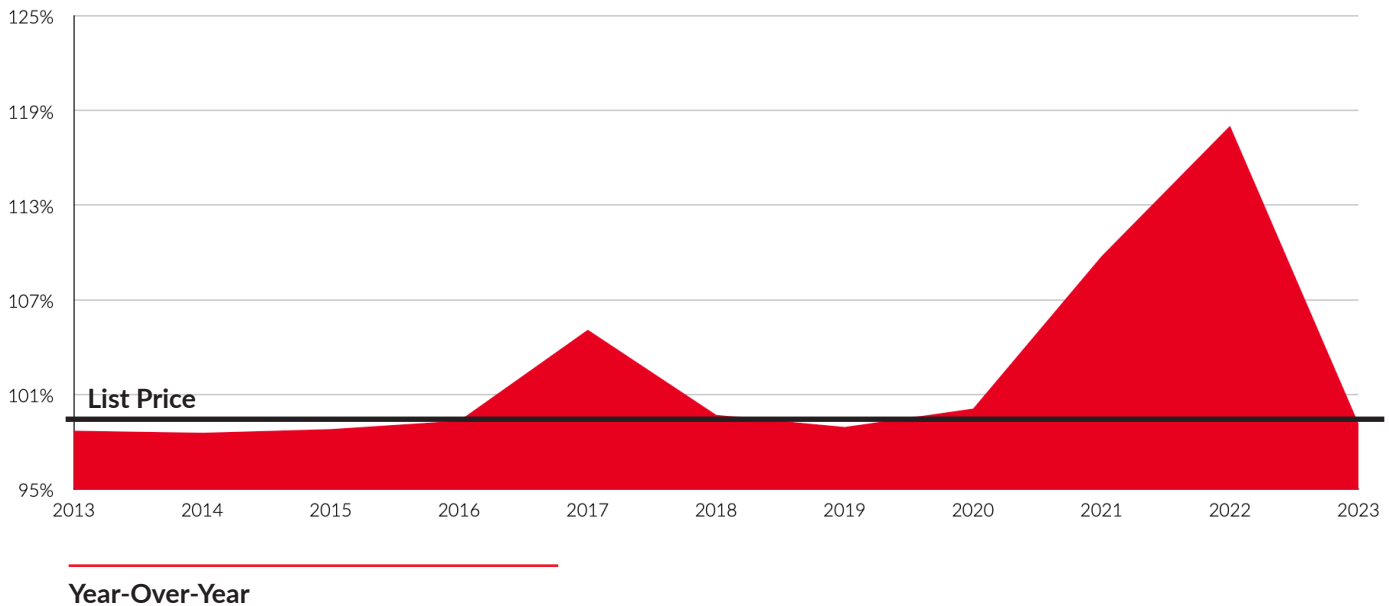
Year-Over-Year



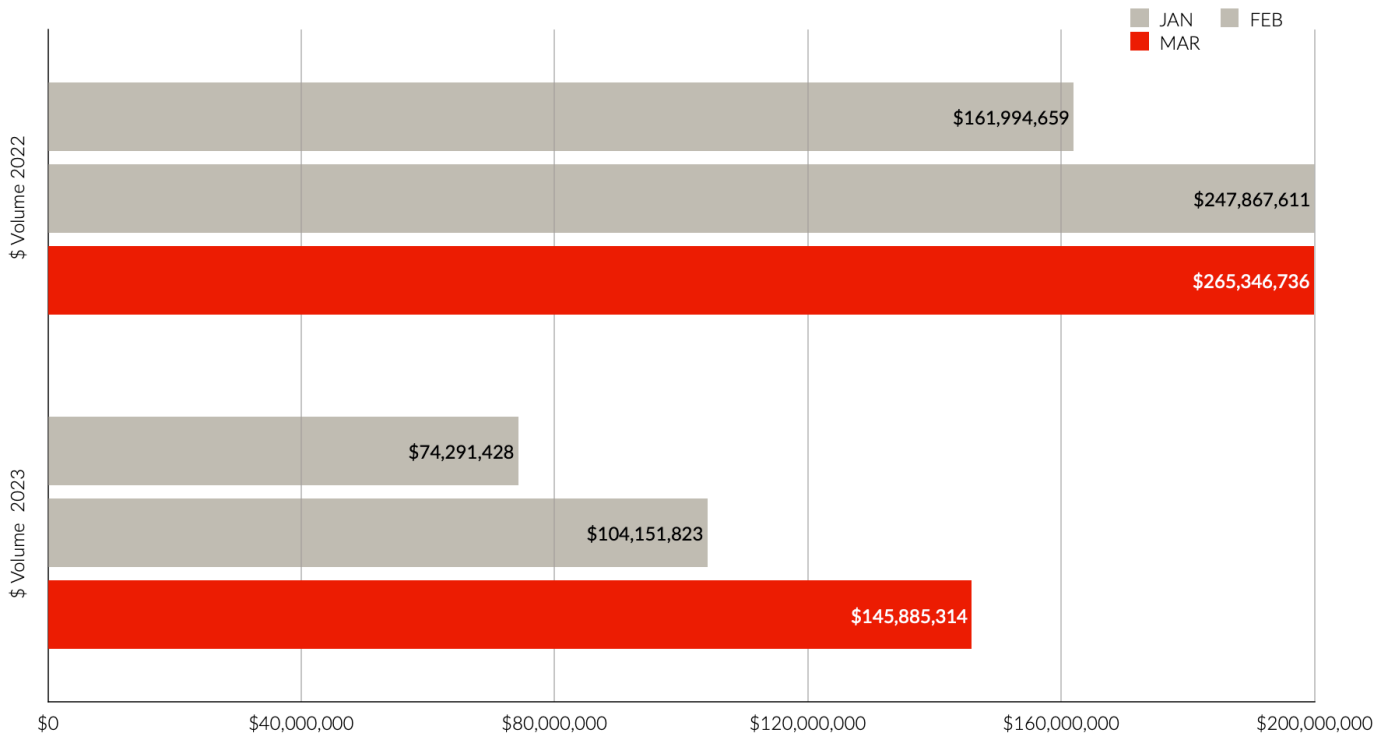
Month-Over-Month 2022 vs. 2023

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

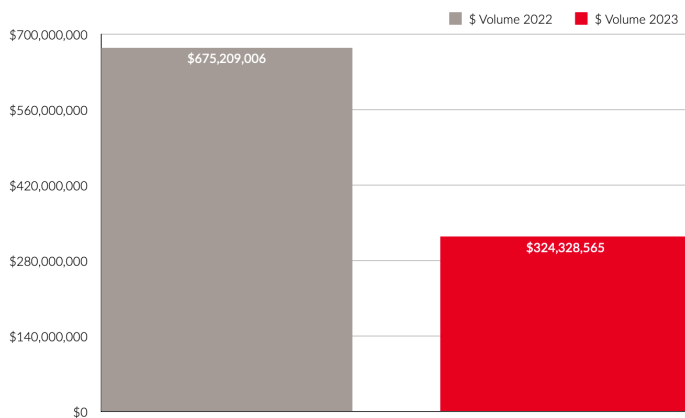
# SALE PRICE VS. LIST PRICE RATIO



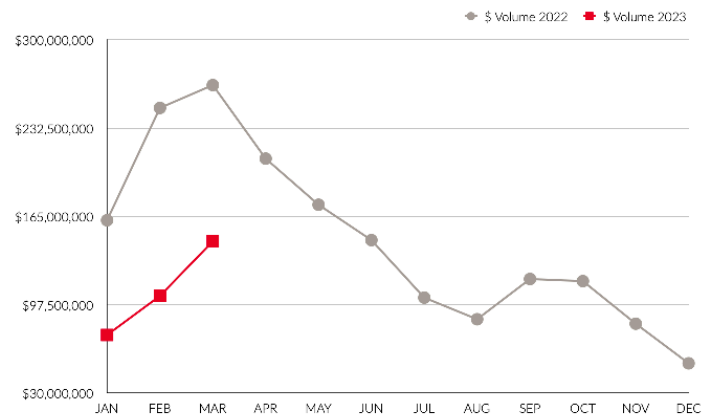
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

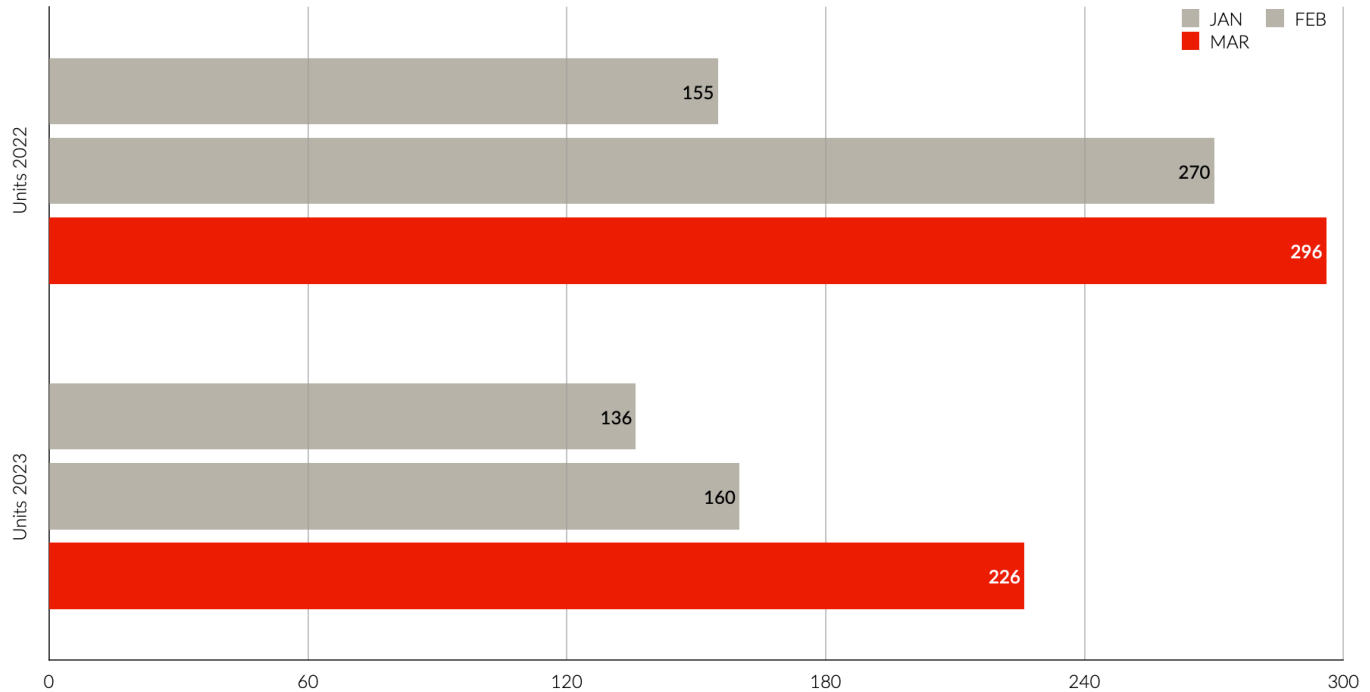


Yearly Totals 2022 vs. 2023

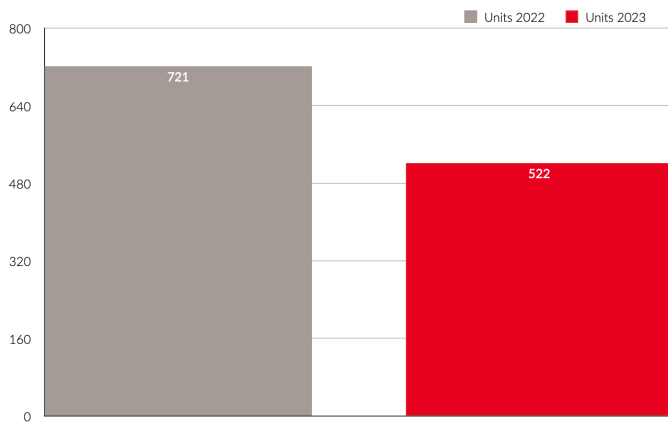


Month vs. Month 2022 vs. 2023

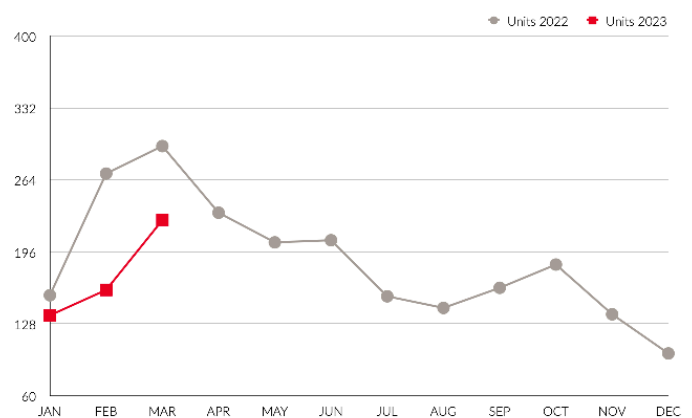
# UNIT SALES



## Monthly Comparison 2022 vs. 2023



## Yearly Totals 2022 vs. 2023



## Month vs. Month 2022 vs. 2023

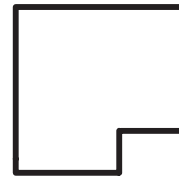
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

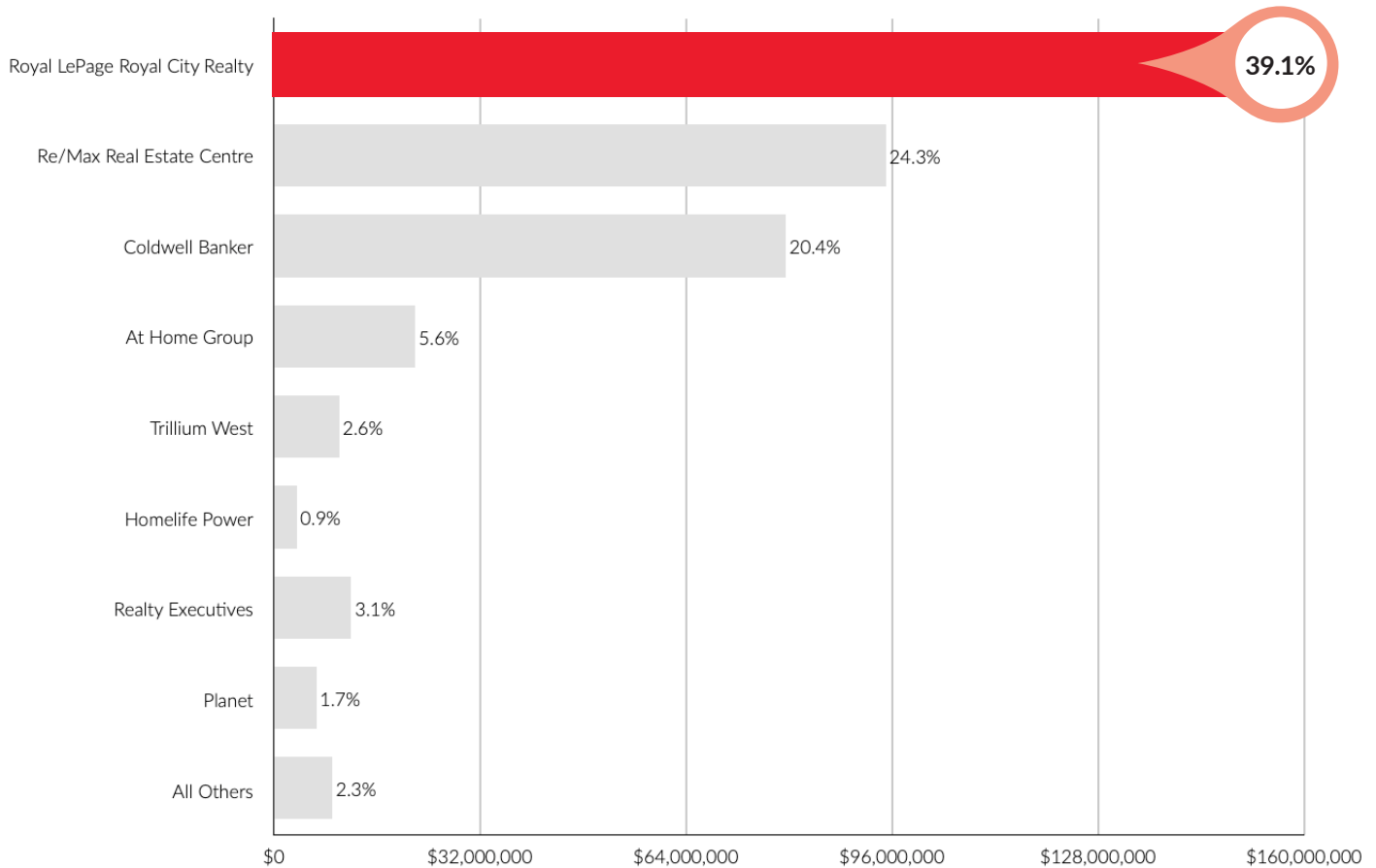
YTD Sales Volume	 <b>\$205,890,129</b> -54.14%	 <b>\$104,106,552</b> -39.62%	 <b>\$3,829,000</b> +811.7%
YTD Unit Sales	 <b>240</b> -41.32%	 <b>171</b> -25.97%	 <b>6</b> +500%
YTD Average Sale Price	 <b>\$857,876</b> -21.85%	 <b>\$608,810</b> -18.43%	 <b>\$638,166</b> +51.9%
March Sales Volume	 <b>\$86,829,150</b> -53.18%	 <b>\$51,434,590</b> -16.16%	 <b>\$1,175,000</b> +179.8%
March Unit Sales	 <b>99</b> -41.76%	 <b>84</b> -1.18%	 <b>2</b> Up from 1

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





# MARKET DOMINANCE

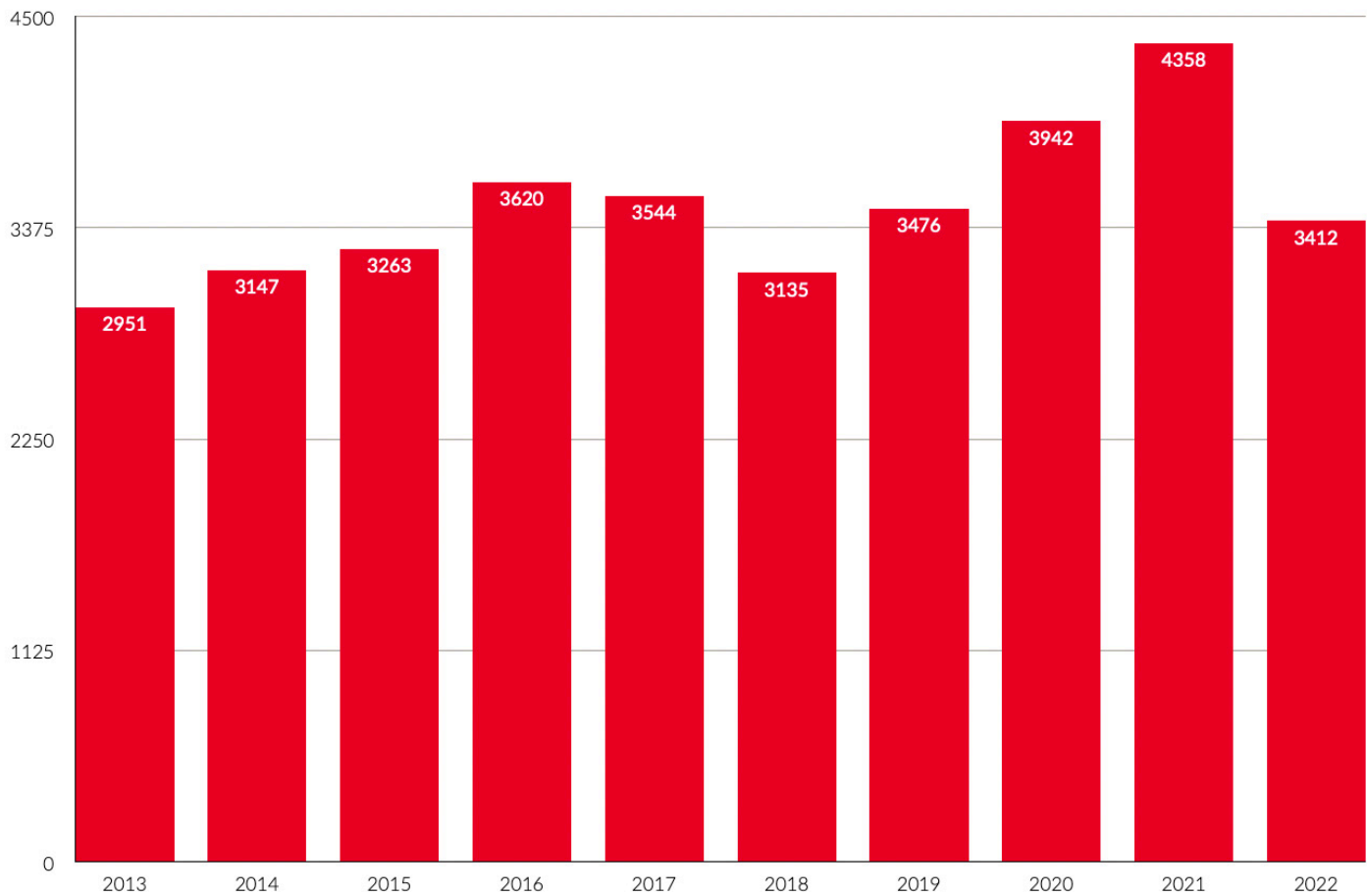


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 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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