



# 2023 MARCH

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



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa continues to be a balanced market, due to a similar drop in both unit sales and new listings compared to this time last year. The average and median sales prices are lower than they were last year, but have been stable for the past months. It is important to note that this market is smaller, and more prone of erratic change.



**March year-over-year sales volume of \$21,967,170**

Down 25.52% from 2022's \$29,495,300 with unit sales of 21 down 16% from last March's 25. New listings of 24 are down from the 41 in 2022, with the sales/listing ratio of 87.5% up from 60.98% in 2022.



**Year-to-date sales volume of \$39,459,970**

Down 43.69% from 2022's \$70,076,774 with unit sales of 36 down 28% from last March's 50. New listings of 61 are down 17.57% from a year ago, with the sales/listing ratio of 59.02% down 8.55%.



**Year-to-date average sale price of \$945,641**

Down from \$1,536,960 one year ago with median sale price of \$1,087,500 down from \$1,350,000 one year ago. Average days-on-market of 50.33 is up 20.33 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$1,087,500**

-10.93%

Average Sale Price

**\$1,046,056**

-14.88%

Sales Volume

**\$21,967,170**

-25.52%

Unit Sales

**21**

-16%

New Listings

**24**

-41.46%

Expired Listings

**2**

Up from 0

Unit Sales/Listings Ratio

**87.5%**

+26.52%

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

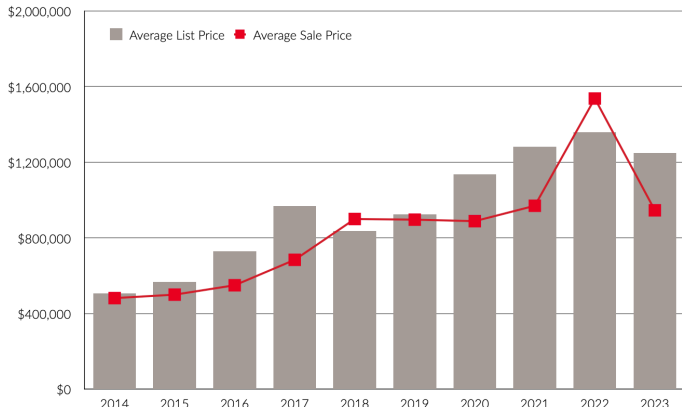


# THE MARKET IN DETAIL

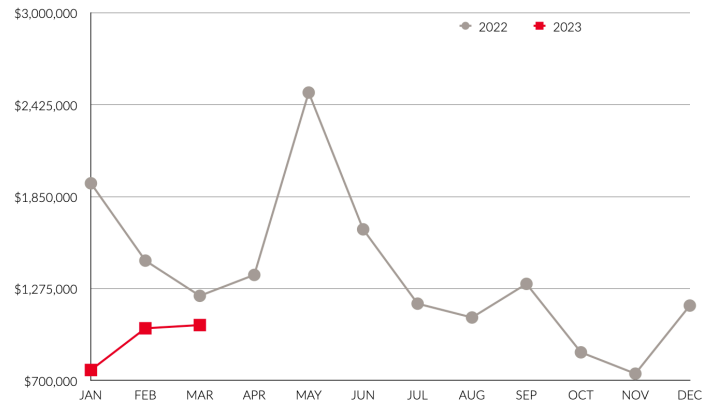
	2021	2022	2023	2022-2023
YTD Volume Sales	\$45,420,486	\$70,076,774	\$39,459,970	-43.69%
YTD Unit Sales	54	50	36	-28%
YTD New Listings	78	74	61	-17.57%
YTD Sales/Listings Ratio	69.23%	67.57%	59.02%	-8.55%
YTD Expired Listings	0	1	5	Up from 1
March Volume Sales	\$30,770,116	\$29,495,300	\$21,967,170	-25.52%
March Unit Sales	30	25	21	-16%
March New Listings	37	41	24	-41.46%
March Sales/Listings Ratio	81.08%	60.98%	87.5%	+26.52%
March Expired Listings	0	0	2	Up from 0
YTD Sales: \$0-\$199K	0	3	5	66.7%
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	3	1	3	Up from 1
YTD Sales: \$550K-\$749K	6	1	4	Up from 1
YTD Sales: \$750K-\$999K	17	6	6	No Change
YTD Sales: \$1M+	28	39	18	-53.85%
YTD Average Days-On-Market	10.33	30	50.33	+67.78%
YTD Average Sale Price	\$969,740	\$1,536,960	\$945,641	-38.47%
YTD Median Sale Price	\$877,575	\$1,350,000	\$1,087,500	-19.44%

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

# AVERAGE SALE PRICE

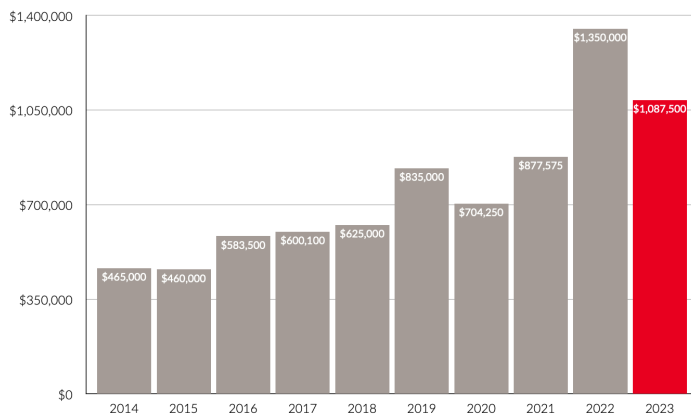


Year-Over-Year

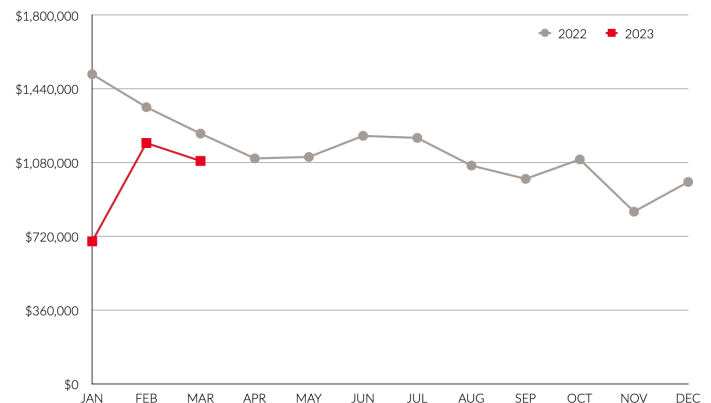


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



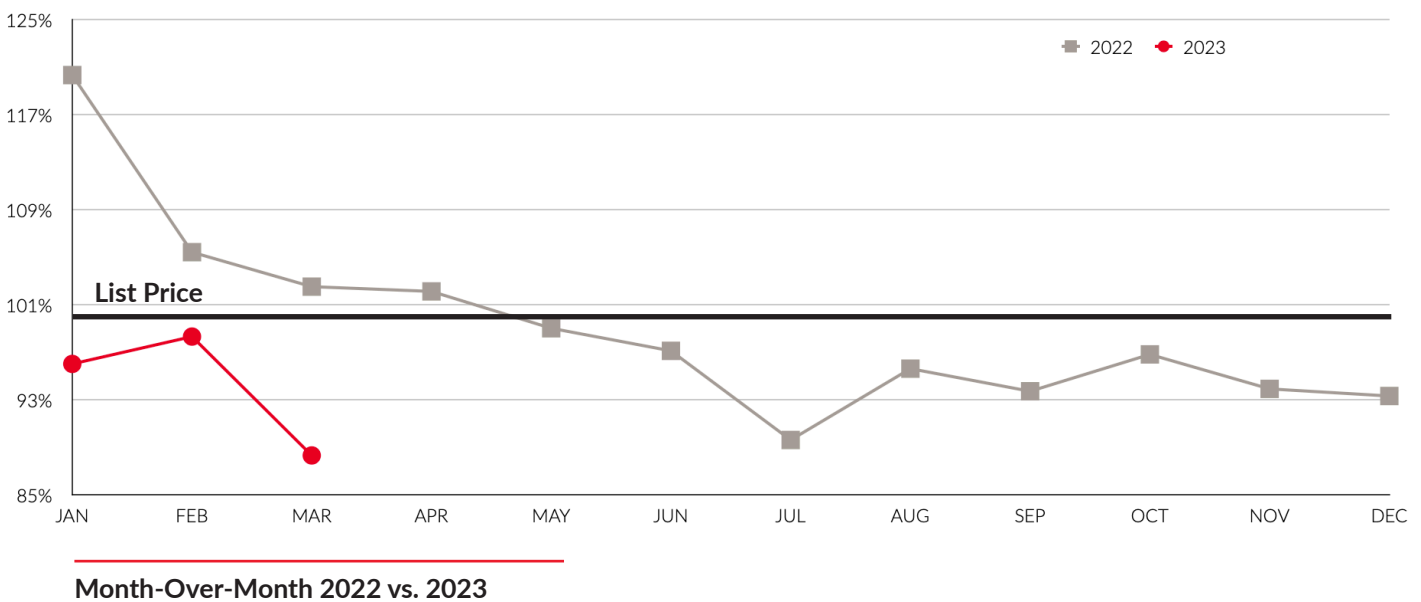
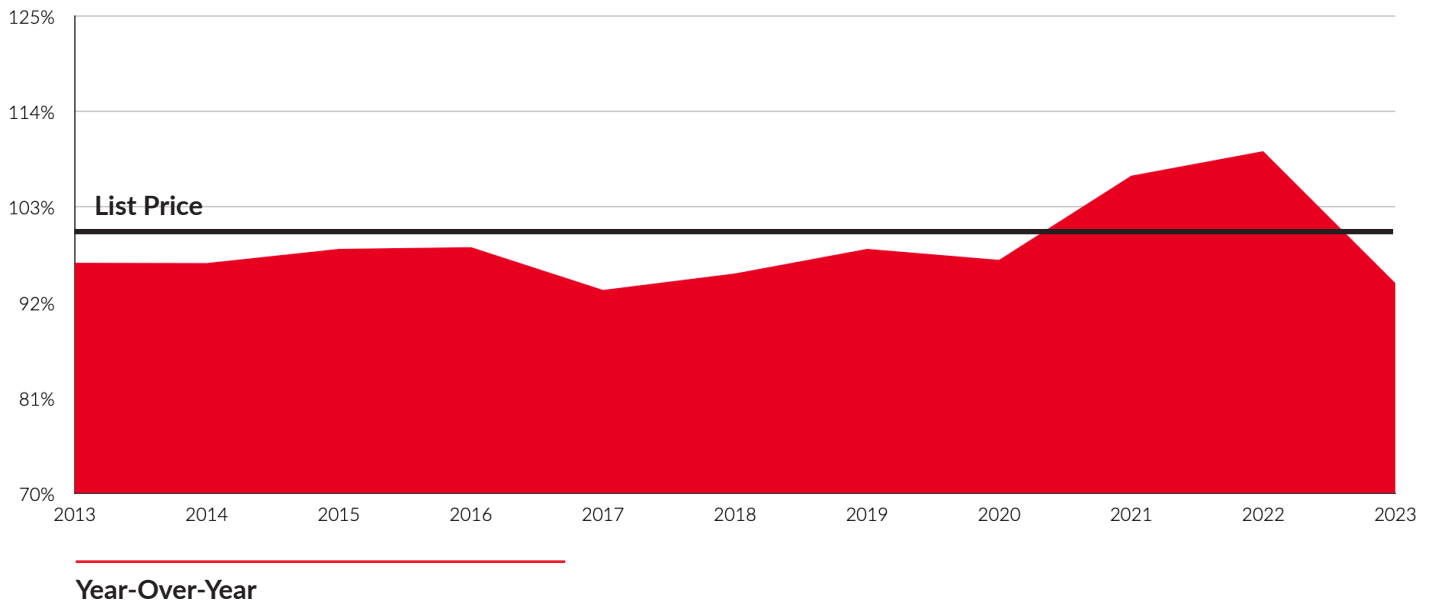
Year-Over-Year



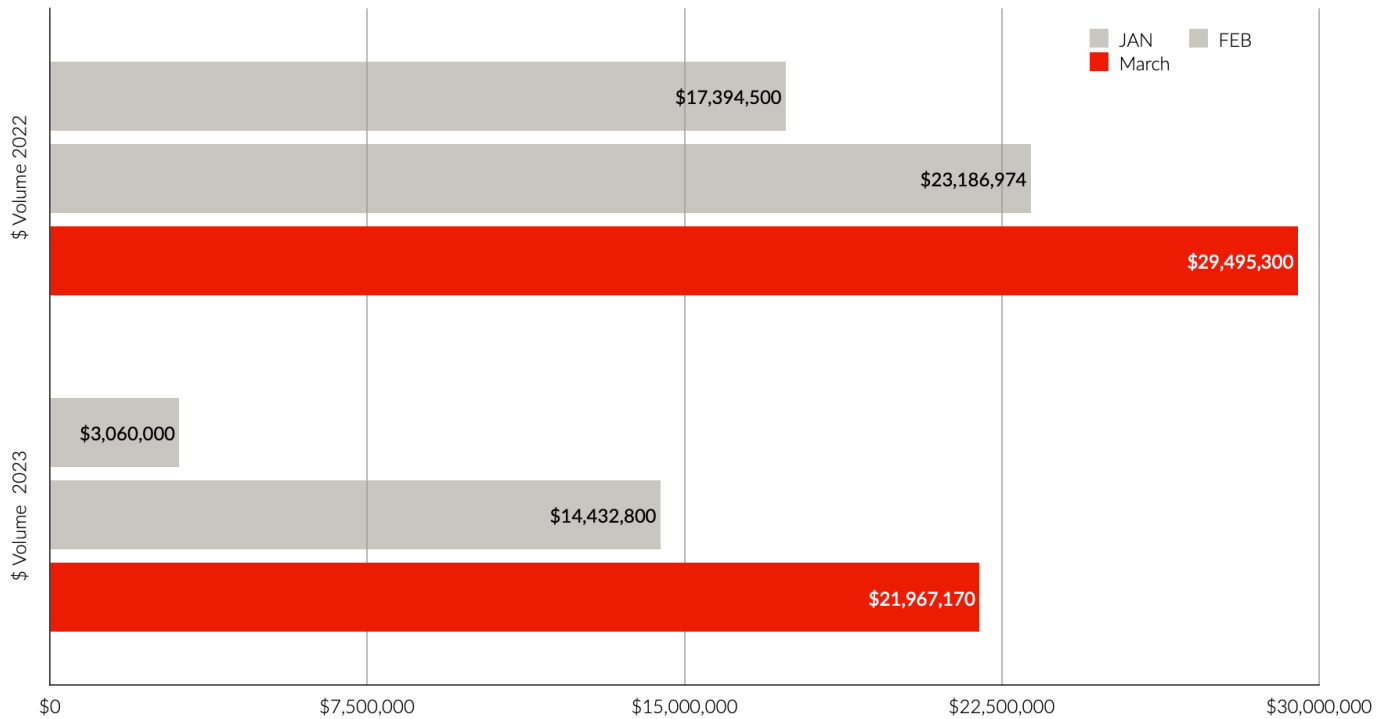
Month-Over-Month 2022 vs. 2023

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

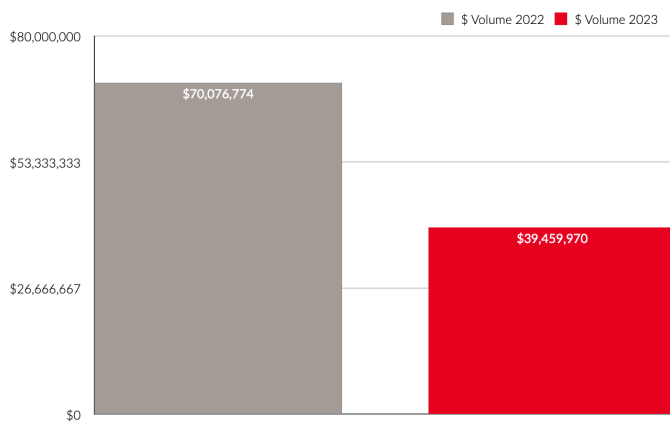
# SALE PRICE VS. LIST PRICE RATIO



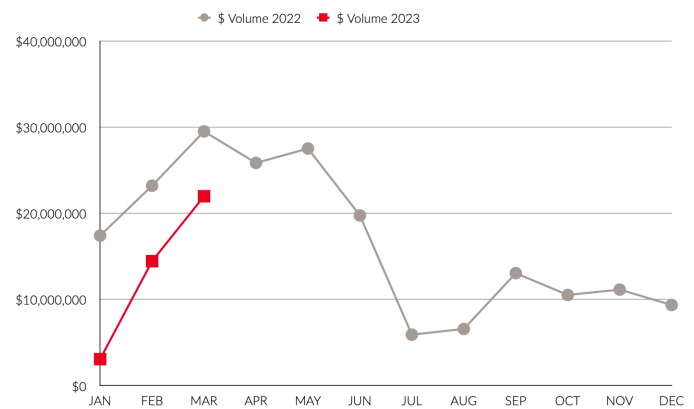
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

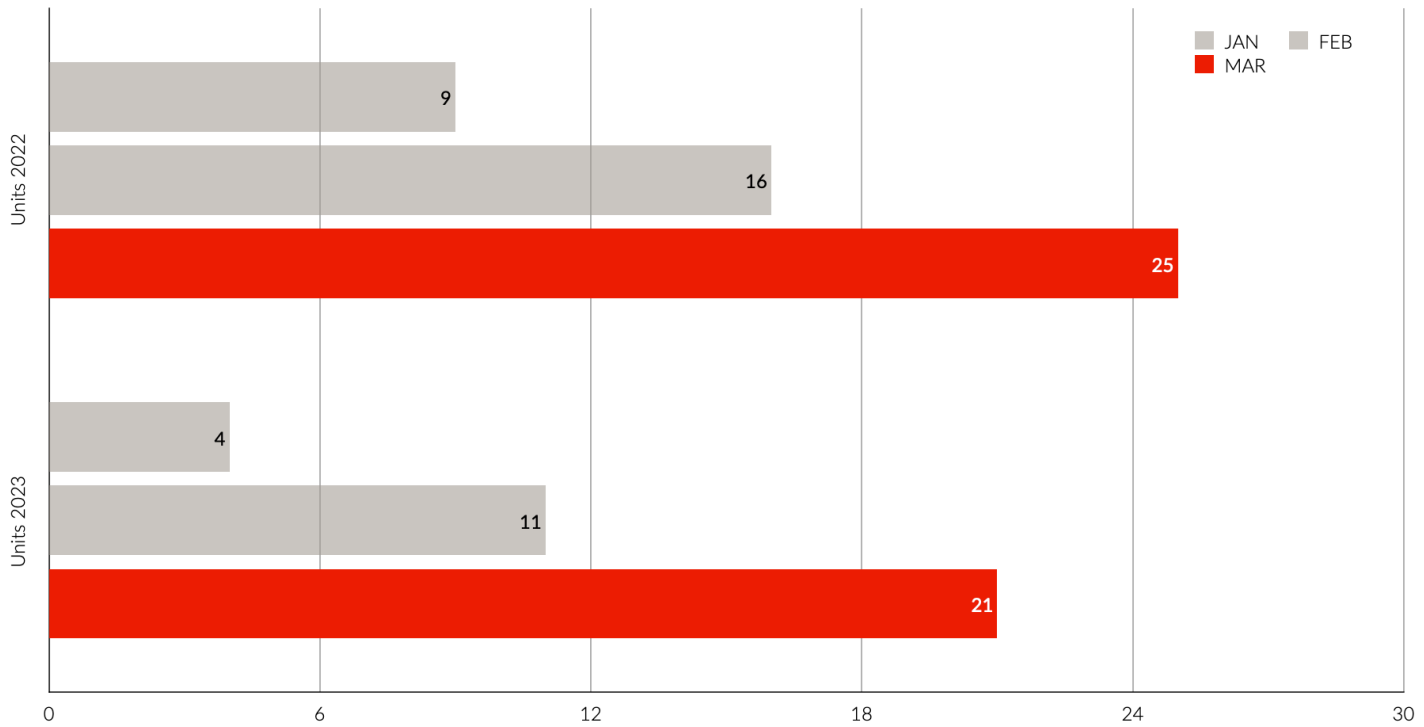


Yearly Totals 2022 vs. 2023

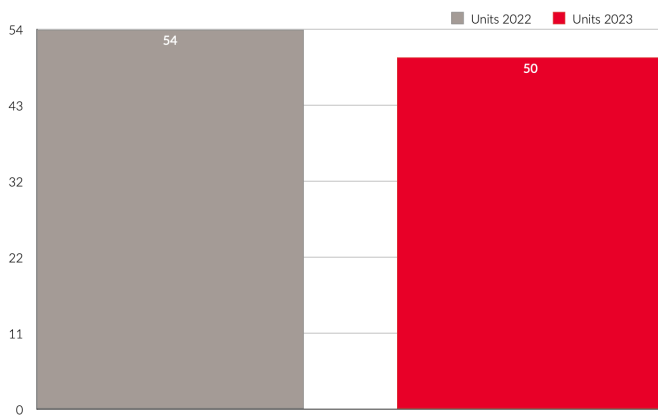


Month vs. Month 2022 vs. 2023

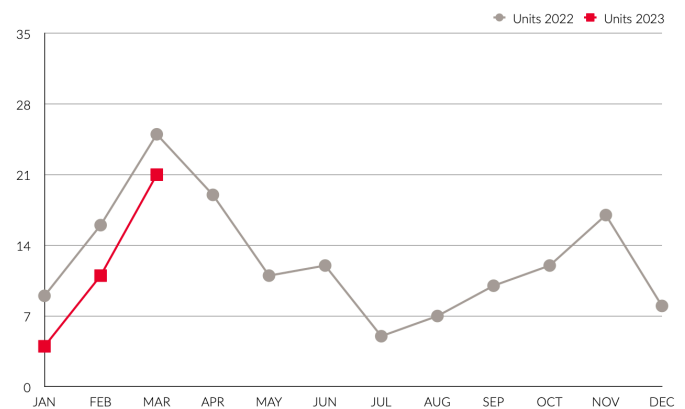
# UNIT SALES



Monthly Comparison 2022 vs. 2023

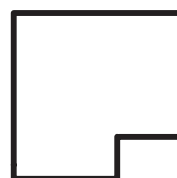

















Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

# SALES BY TYPE



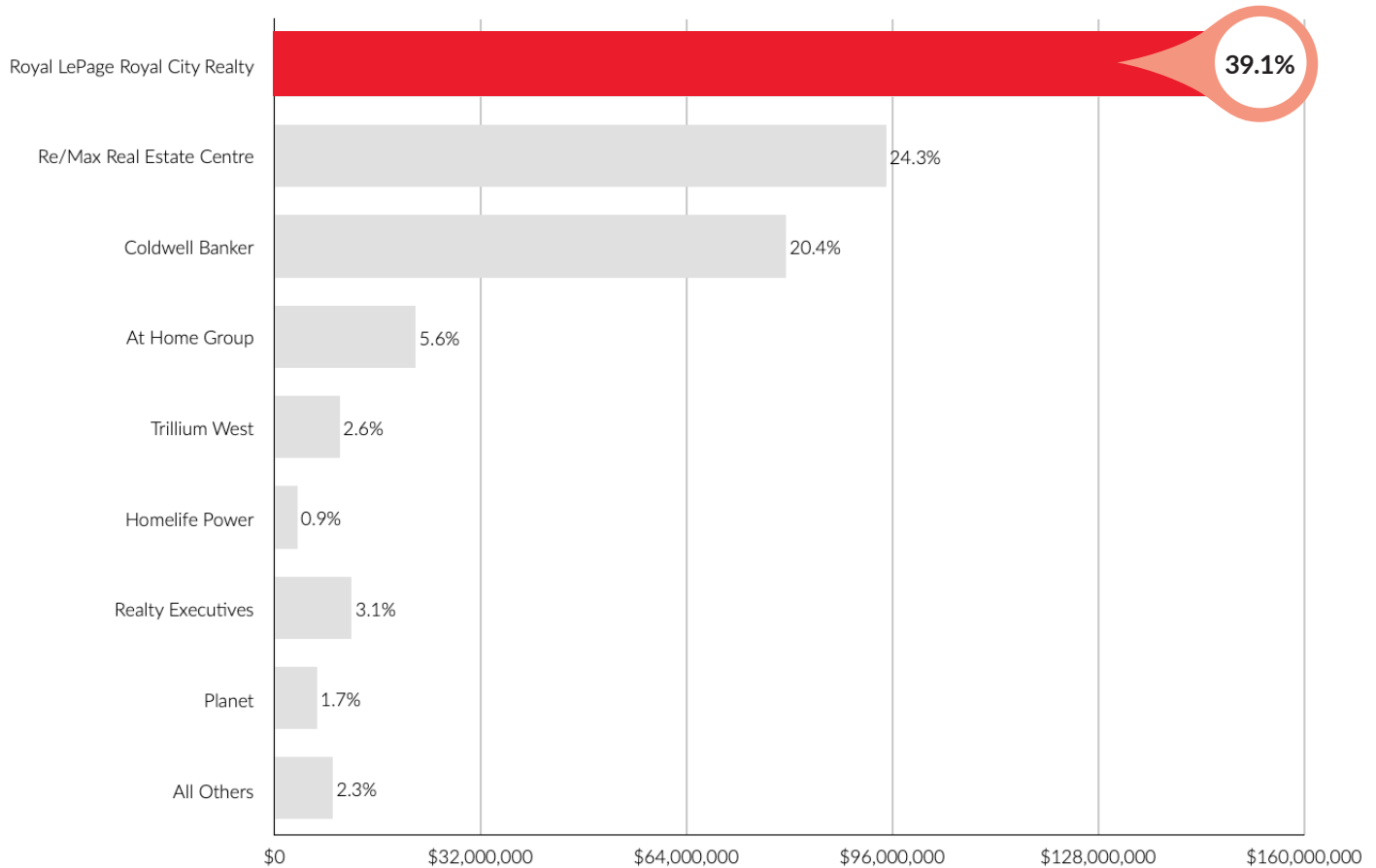
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$17,656,370</b> -36.37%	 <b>\$1,589,900</b> +169.93%	 <b>\$4,295,00</b> +89.62%
YTD Unit Sales	 <b>24</b> -50%	 <b>3</b> +200%	 <b>3</b> +50%
YTD Average Sale Price	 <b>\$1,289,849</b> -11.06%	 <b>\$529,967</b> -10.02%	 <b>\$1,431,666</b> +26.42%
March Sales Volume	 <b>\$17,656,370</b> -36.37%	 <b>\$0</b> No Change	 <b>\$4,295,000</b> +733.98%
March Unit Sales	 <b>14</b> -33.33%	 <b>0</b> No Change	 <b>3</b> Up from 1

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





# MARKET DOMINANCE

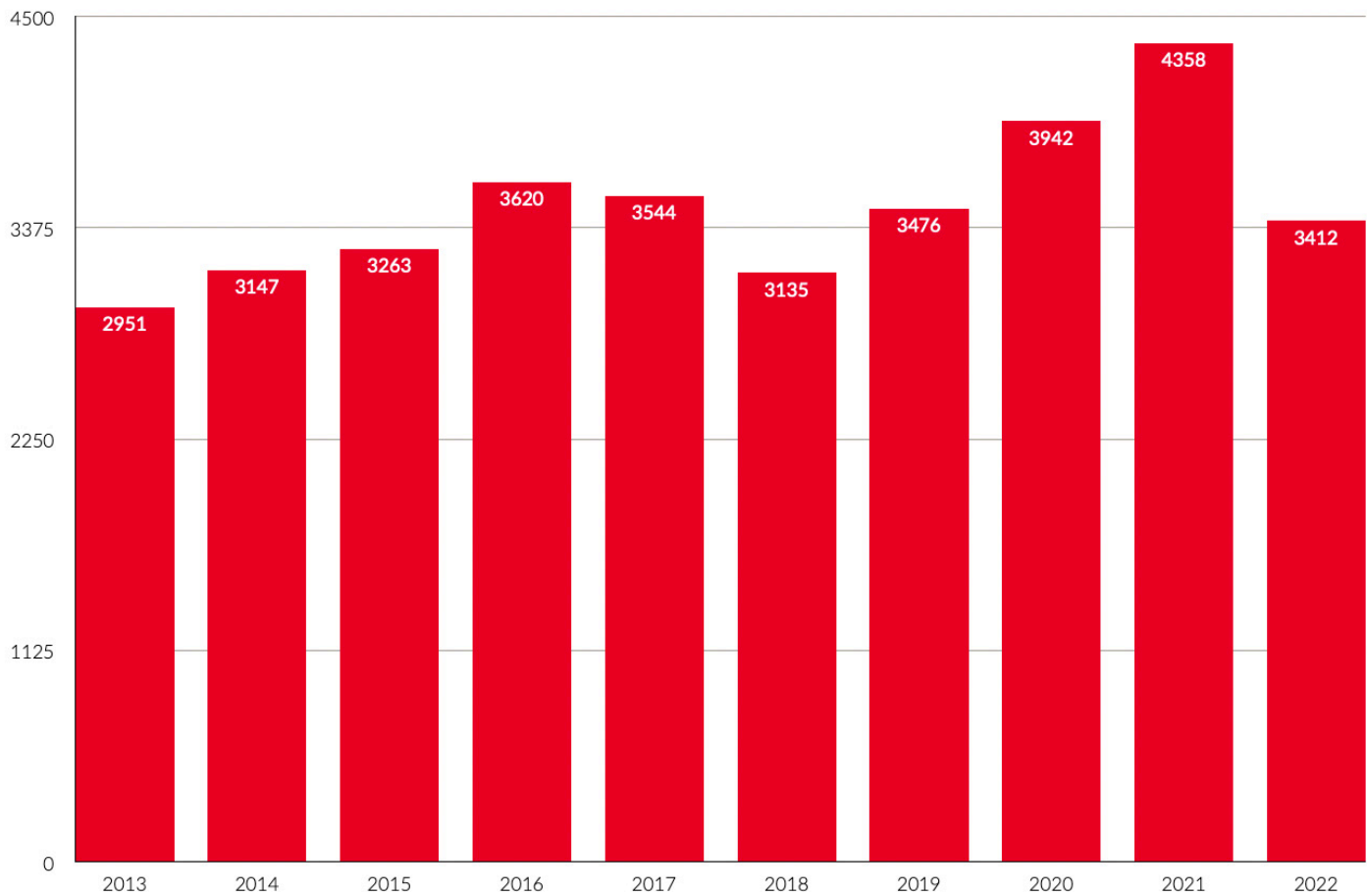


## Market Share by Dollar Volume

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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