



2023  
**JULY**

**CITY OF GUELPH**

Real Estate Market Report



# OVERVIEW

## SELLER'S MARKET

The City of Guelph real estate market continues to be a seller's market this month, as a lack of inventory further pushes the market. Despite the lack of inventory, monthly sales volume and unit sales, as well as median and average sale prices were higher than they were in July of last year.



July year-over-year sales volume of **\$128,526,169**

Up 29.4% from 2022's \$99,327,577 with unit sales of 155 up 20.16% from last July's 129. New listings of 261 are down 7.45% from a year ago, with the sales/listing ratio of 59.39% up 13.64%.



Year-to-date sales volume of **\$933,178,363**

Down 25.36% from 2022's \$1,250,271,824 with unit sales of 1,142 down 15.47% from 2022's 1,351. New listings of 1,681 are down 29.13% from a year ago, with the sales/listing ratio of 67.94% up 10.98%.



Year-to-date average sale price of **\$807,627**

Down from \$913,864 one year ago with median sale price of \$789,950 down from \$911,500 one year ago. Average days-on-market of 18.71 is up 7.28 days from last year.

## JULY NUMBERS

Median Sale Price

**\$789,950**

+8.96%

Average Sale Price

**\$829,201**

+7.69%

Sales Volume

**\$128,526,169**

+29.4%

Unit Sales

**155**

+20.16%

New Listings

**261**

-7.45%

Expired Listings

**15**

-37.5%

Unit Sales/Listings Ratio

**59.39%**

+13.64%

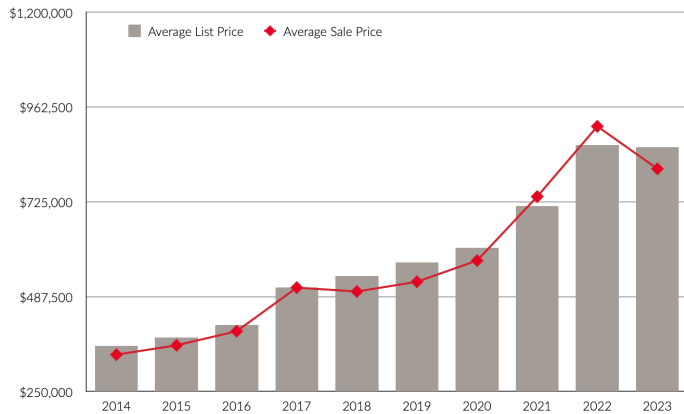
*Year-over-year comparison  
(July 2023 vs. July 2022)*

# THE MARKET IN DETAIL

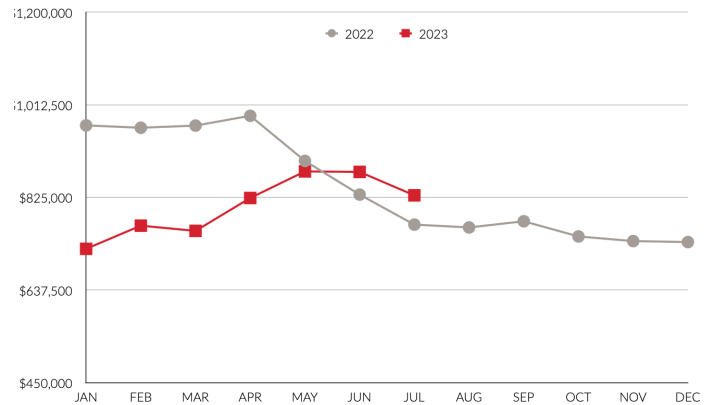
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$1,334,224,937	\$1,250,271,824	\$933,178,363	-25.36%
<b>YTD Unit Sales</b>	1,800	1,351	1,142	-15.47%
<b>YTD New Listings</b>	2,198	2,372	1,681	-29.13%
<b>YTD Sales/Listings Ratio</b>	81.89%	56.96%	67.94%	+10.98%
<b>YTD Expired Listings</b>	34	55	66	+20%
<b>July Volume Sales</b>	\$149,930,232	\$99,327,577	\$128,526,169	+13.42%
<b>July Unit Sales</b>	205	129	155	+20.16%
<b>July New Listings</b>	223	282	261	-7.45%
<b>July Sales/Listings Ratio</b>	91.93%	45.74%	59.39%	+13.64%
<b>July Expired Listings</b>	10	24	15	-37.5%
<b>YTD Sales: \$0-\$199K</b>	1	0	0	No Change
<b>YTD Sales: \$200K-\$349K</b>	13	4	2	-50%
<b>YTD Sales: \$350K-\$549K</b>	334	67	167	+149.25%
<b>YTD Sales: \$550K-\$749K</b>	726	258	323	+25.19%
<b>YTD Sales: \$750K-\$999K</b>	527	495	440	-11.11%
<b>YTD Sales: \$1M+</b>	198	383	210	-52.8%
<b>YTD Average Days-On-Market</b>	10.14	11.43	18.71	+63.75%
<b>YTD Average Sale Price</b>	\$738,072	\$913,864	\$807,627	-11.63%
<b>YTD Median Sale Price</b>	\$701,000	\$911,500	\$789,950	-13.34%

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

# AVERAGE SALE PRICE

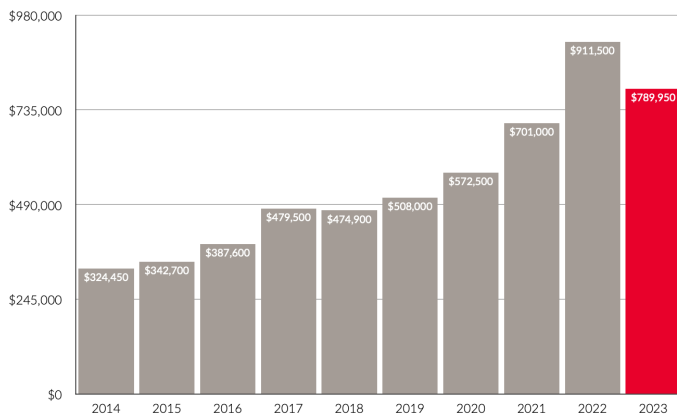


Year-Over-Year

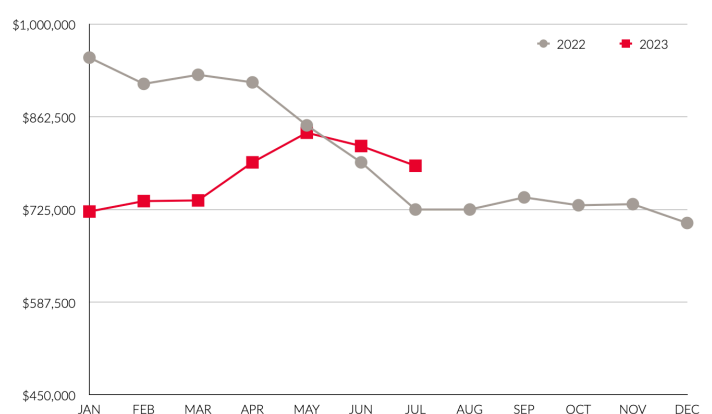


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



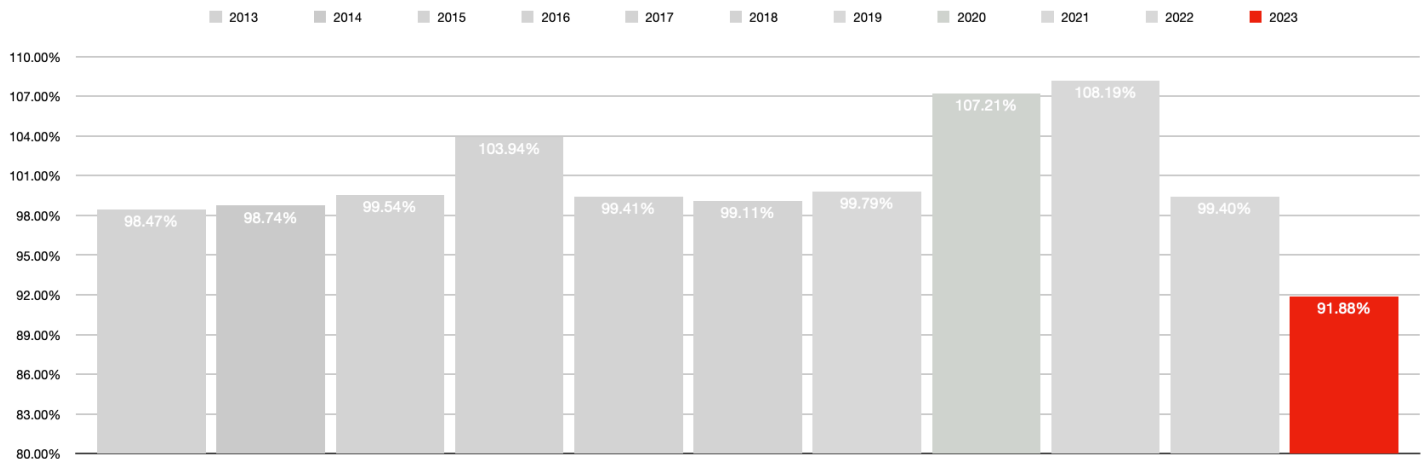
Year-Over-Year



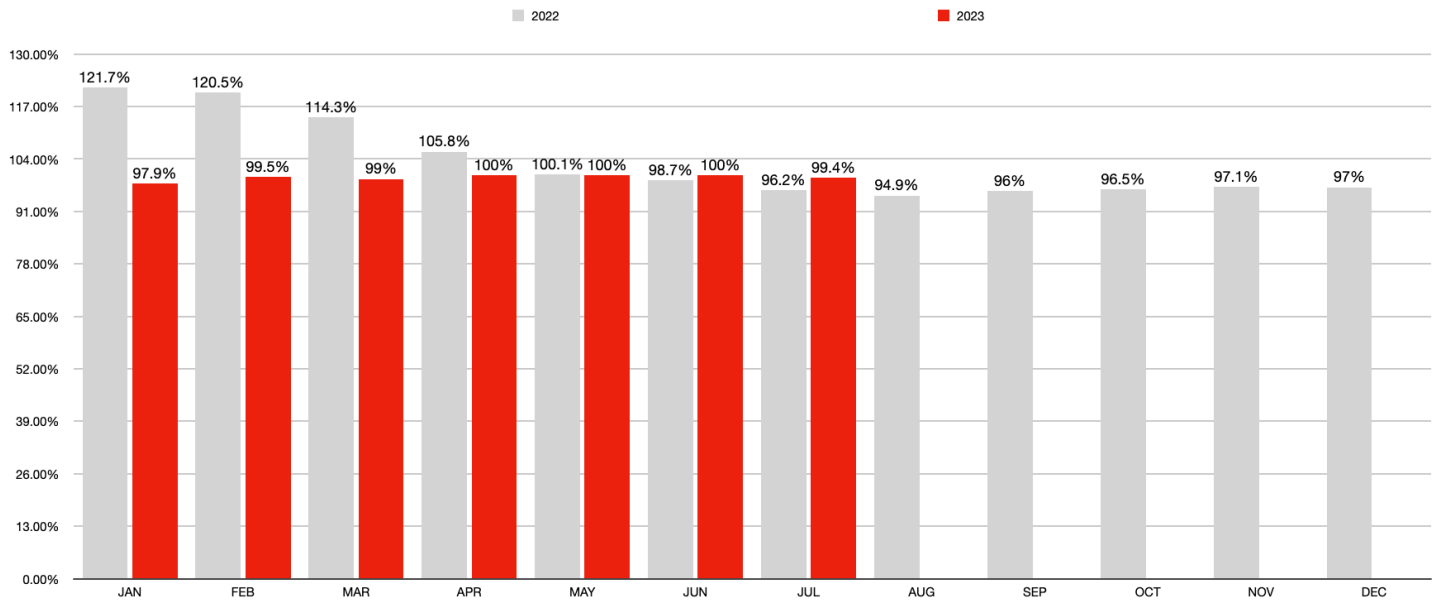
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

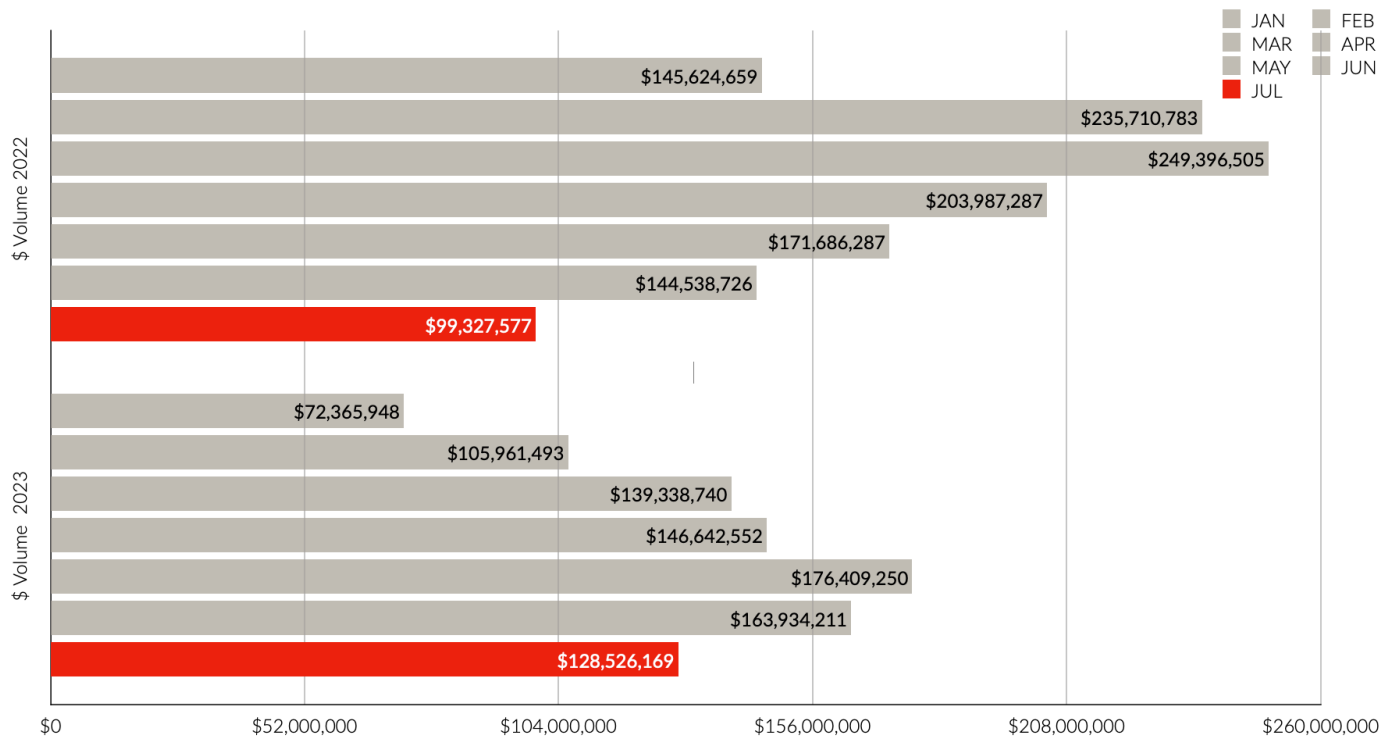


## Year-Over-Year

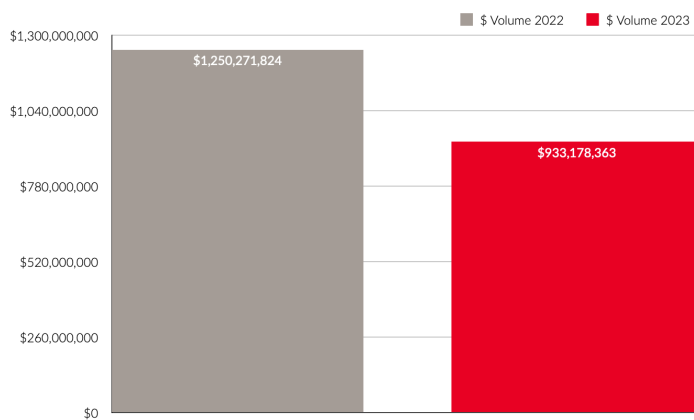


## Month-Over-Month 2022 vs. 2023

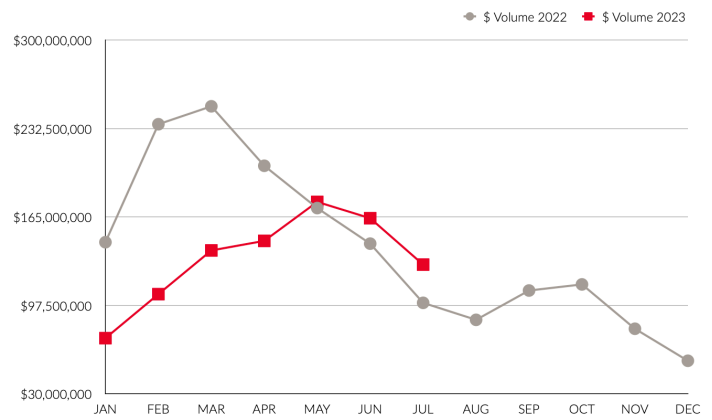
# DOLLAR VOLUME SALES



## Monthly Comparison 2022 vs. 2023



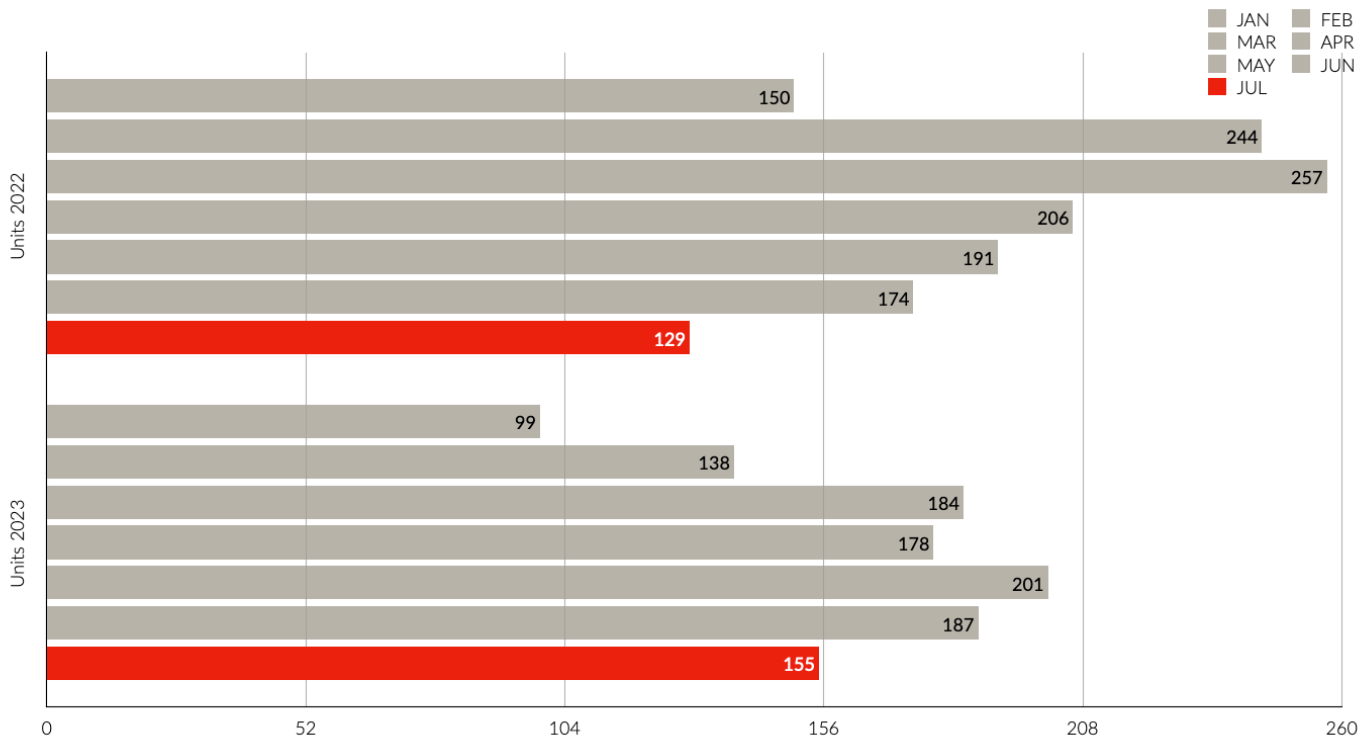
## Yearly Totals 2022 vs. 2023



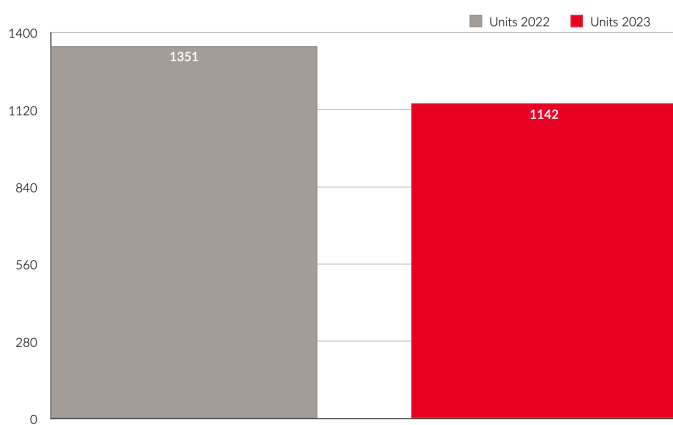
## Month vs. Month 2022 vs. 2023



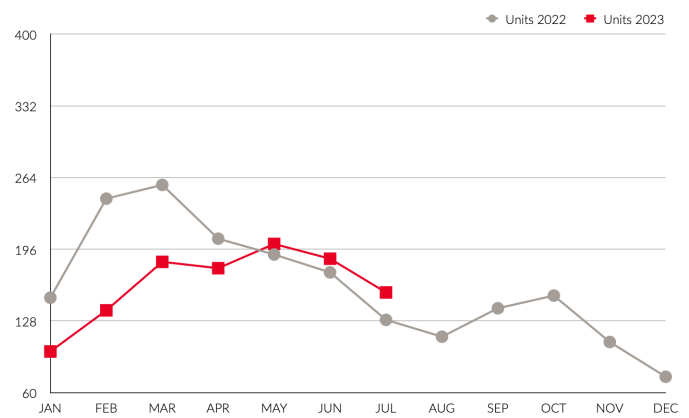
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

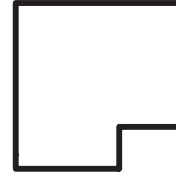
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

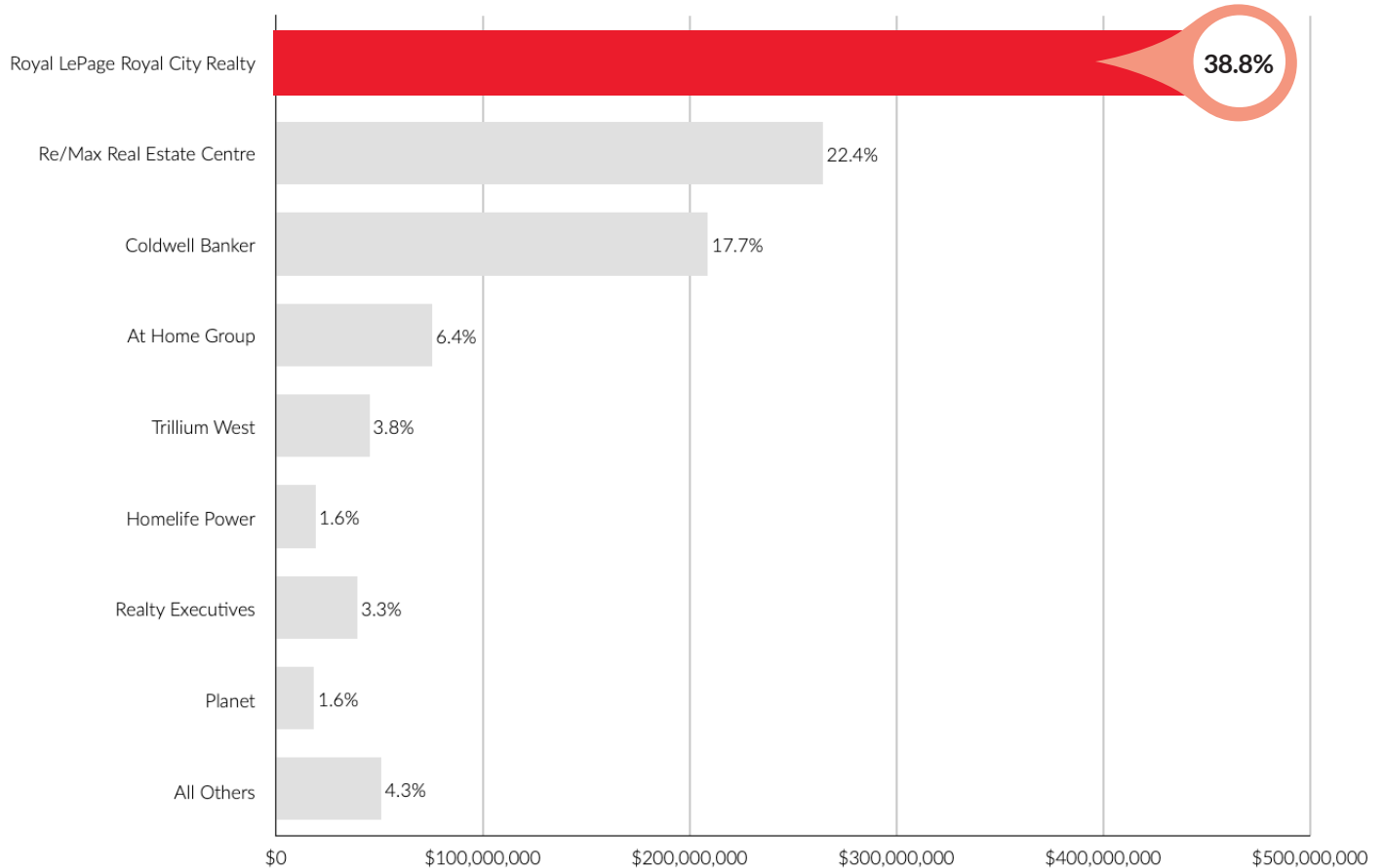
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$664,909,114</b> -28.15%	 <b>\$250,837,349</b> -17.3%	 <b>\$7,376,000</b> +1,656.2%
YTD Unit Sales	 <b>716</b> -19.46%	 <b>407</b> -7.08%	 <b>10</b> +900%
YTD Average Sale Price	 <b>\$928,644</b> -12.15%	 <b>\$616,308</b> -11%	 <b>\$737,600</b> +75.6%
July Sales Volume	 <b>\$96,718,369</b> +43.56%	 <b>\$29,292,800</b> +2%	 <b>\$1,127,000</b> Up from \$0
July Unit Sales	 <b>104</b> +35.06%	 <b>49</b> +2.08%	 <b>1</b> Up from 0

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





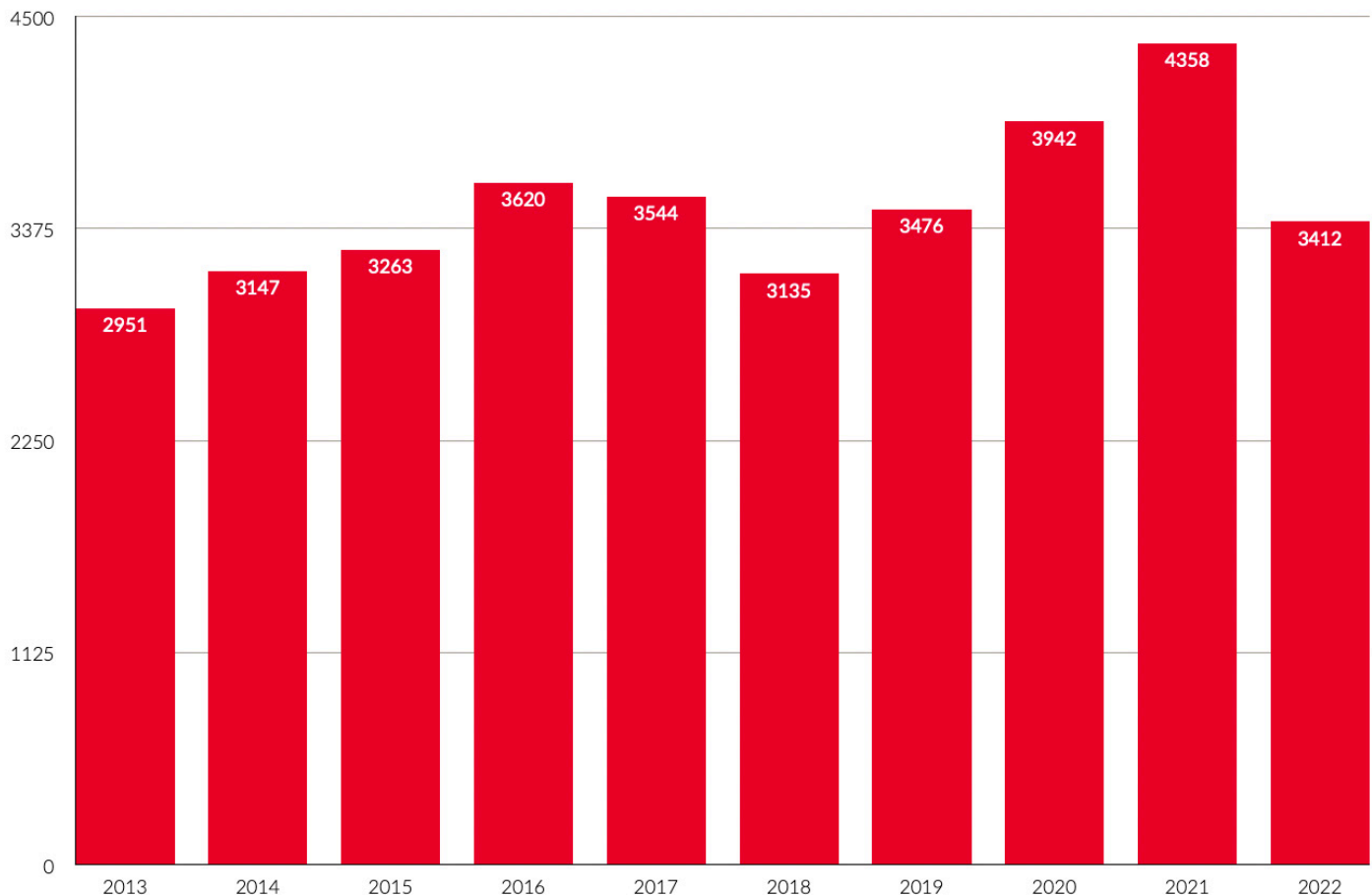
# MARKET DOMINANCE



## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
July 2023

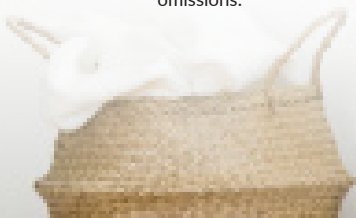
# 10 YEAR MARKET ANALYSIS



## Units Sold

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of July. 1, 2023.

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



# 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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