



2023
JUNE

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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 while keeping both unit sales and sales volumes low. Despite this, monthly sales volume and unit sales, as well as median and average sale prices were higher than they were in June of last year.



June year-over-year sales volume of **\$163,934,211**

Up 13.42% from 2022's \$144,538,726 with unit sales of 187 up 7.47% from last June's 174. New listings of 305 are down 16.89% from a year ago, with the sales/listing ratio of 61.31% up 13.9%.



Year-to-date sales volume of **\$804,652,194**

Down 30.09% from 2022's \$1,150,944,247 with unit sales of 987 down 19.23% from 2022's 1,222. New listings of 1,420 are down 32.06% from a year ago, with the sales/listing ratio of 69.51% up 11.04%.



Year-to-date average sale price of **\$804,031**

Down from \$937,844 one year ago with median sale price of \$766,750 down from \$912,625 one year ago. Average days-on-market of 18.67 is up 8.67 days from last year.

JUNE NUMBERS

Median Sale Price

\$819,250
+3.05%

Average Sale Price

\$876,654
+5.53%

Sales Volume

\$163,934,211
+13.42%

Unit Sales

187
+7.47%

New Listings

305
-16.89%

Expired Listings

12
No Change

Unit Sales/Listings Ratio

61.31%
+13.9%

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

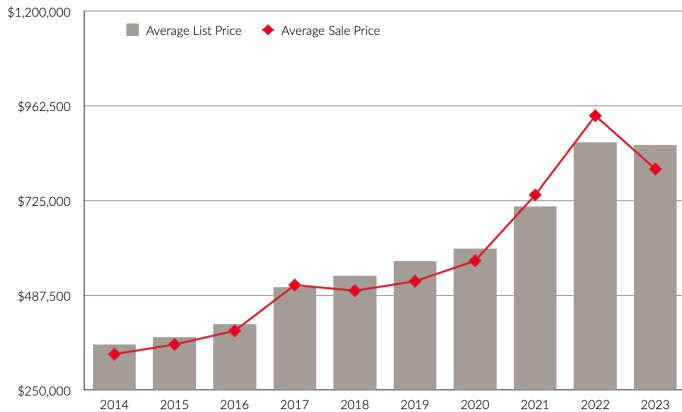


THE MARKET IN DETAIL

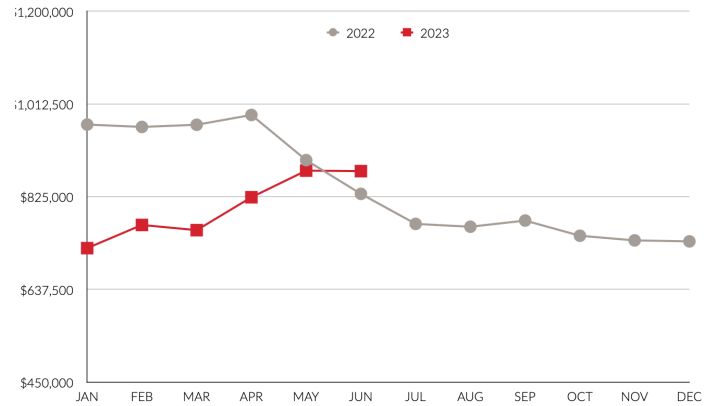
	2021	2022	2023	2022-2023
YTD Volume Sales	\$1,184,294,705	\$1,150,944,247	\$804,652,194	-30.09%
YTD Unit Sales	1,595	1,222	987	-19.23%
YTD New Listings	1,975	2,090	1,420	-32.06%
YTD Sales/Listings Ratio	80.76%	58.47%	69.51%	+11.04%
YTD Expired Listings	24	31	51	+64.52%
June Volume Sales	\$199,997,468	\$144,538,726	\$163,934,211	+13.42%
June Unit Sales	276	174	187	+7.47%
June New Listings	317	367	305	-16.89%
June Sales/Listings Ratio	87.07%	47.41%	61.31%	+13.9%
June Expired Listings	8	12	12	No Change
YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$200K-\$349K	11	4	1	-75%
YTD Sales: \$350K-\$549K	292	67	147	+119.4%
YTD Sales: \$550K-\$749K	640	258	282	+9.3%
YTD Sales: \$750K-\$999K	476	495	379	-23.43%
YTD Sales: \$1M+	174	398	178	-55.3%
YTD Average Days-On-Market	9.67	10	18.67	+86.67%
YTD Average Sale Price	\$739,189	\$937,844	\$804,031	-14.27%
YTD Median Sale Price	\$707,000	\$912,625	\$766,750	-15.98%

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

AVERAGE SALE PRICE

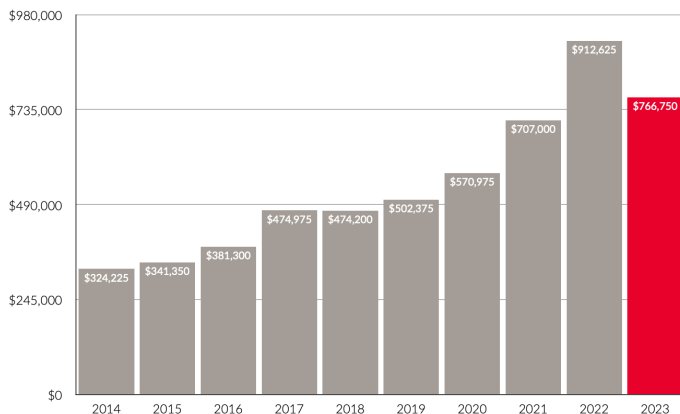


Year-Over-Year

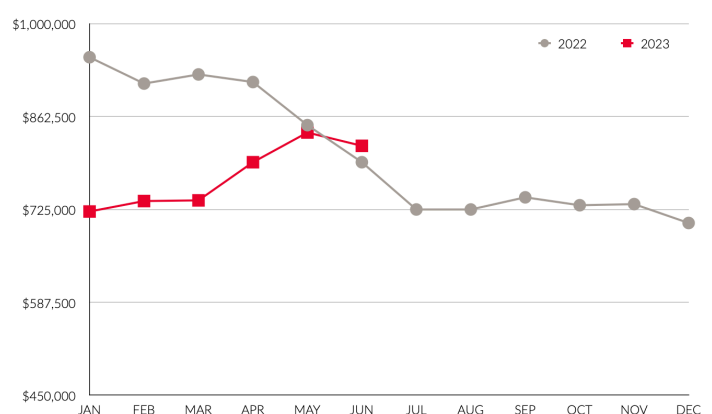


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



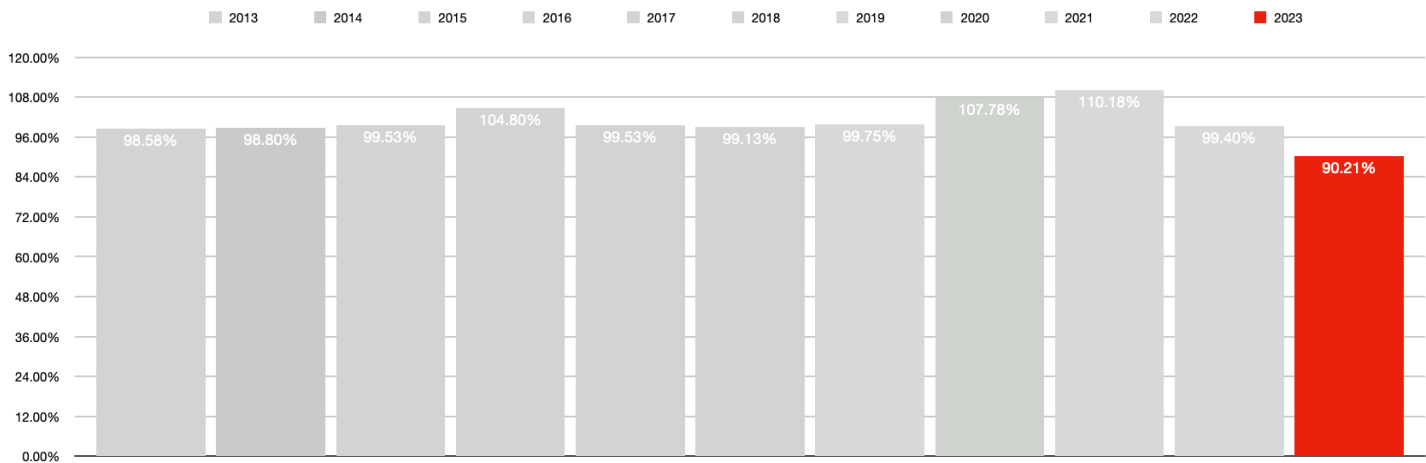
Year-Over-Year



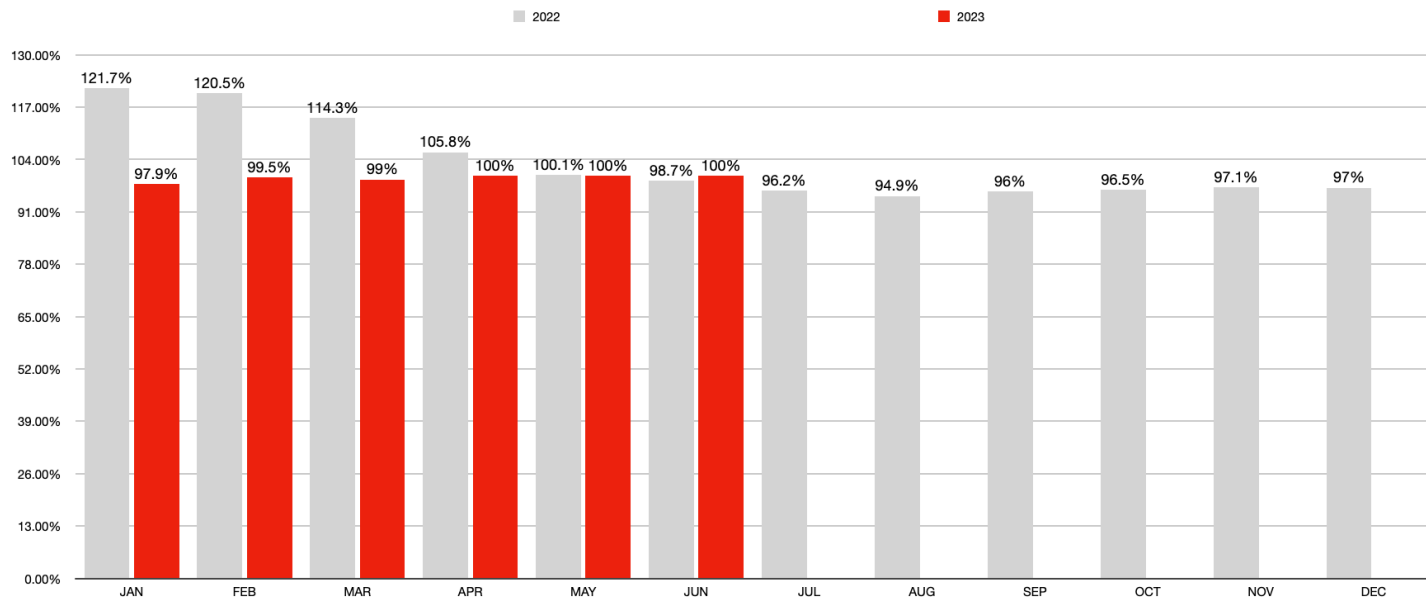
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

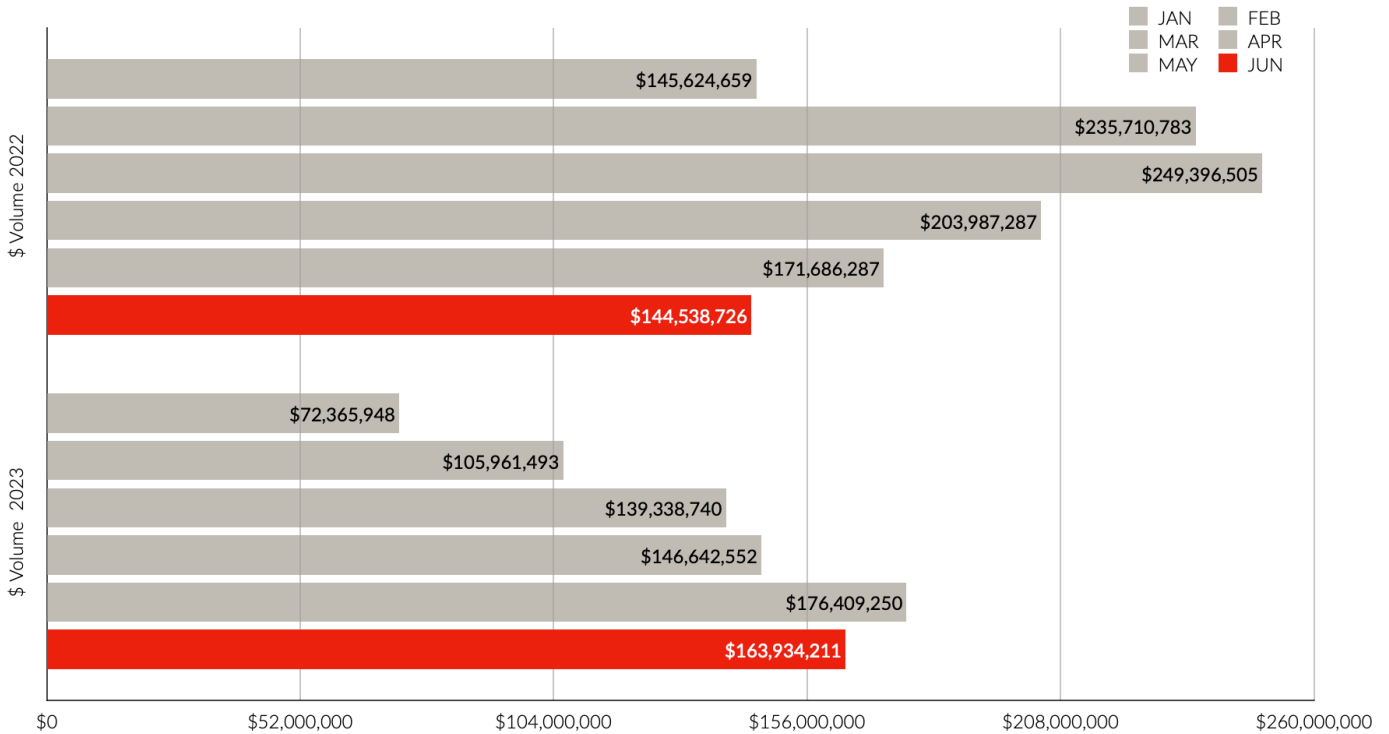


Year-Over-Year

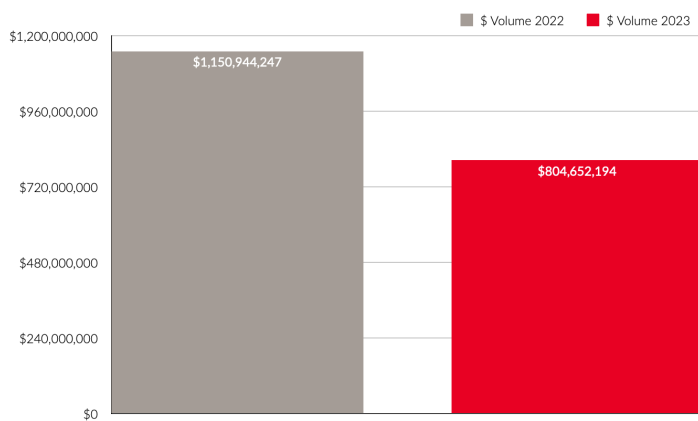


Month-Over-Month 2022 vs. 2023

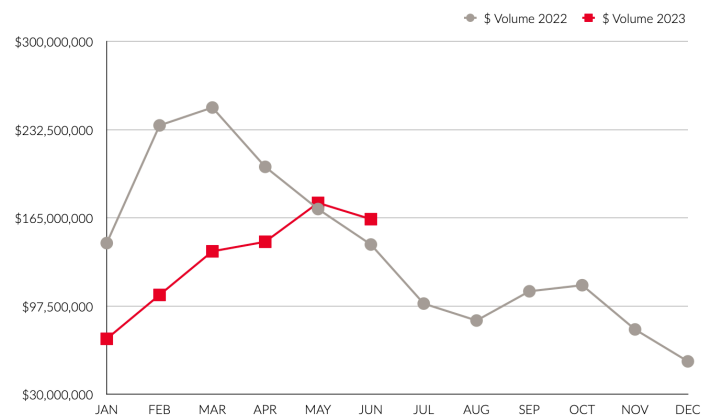
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

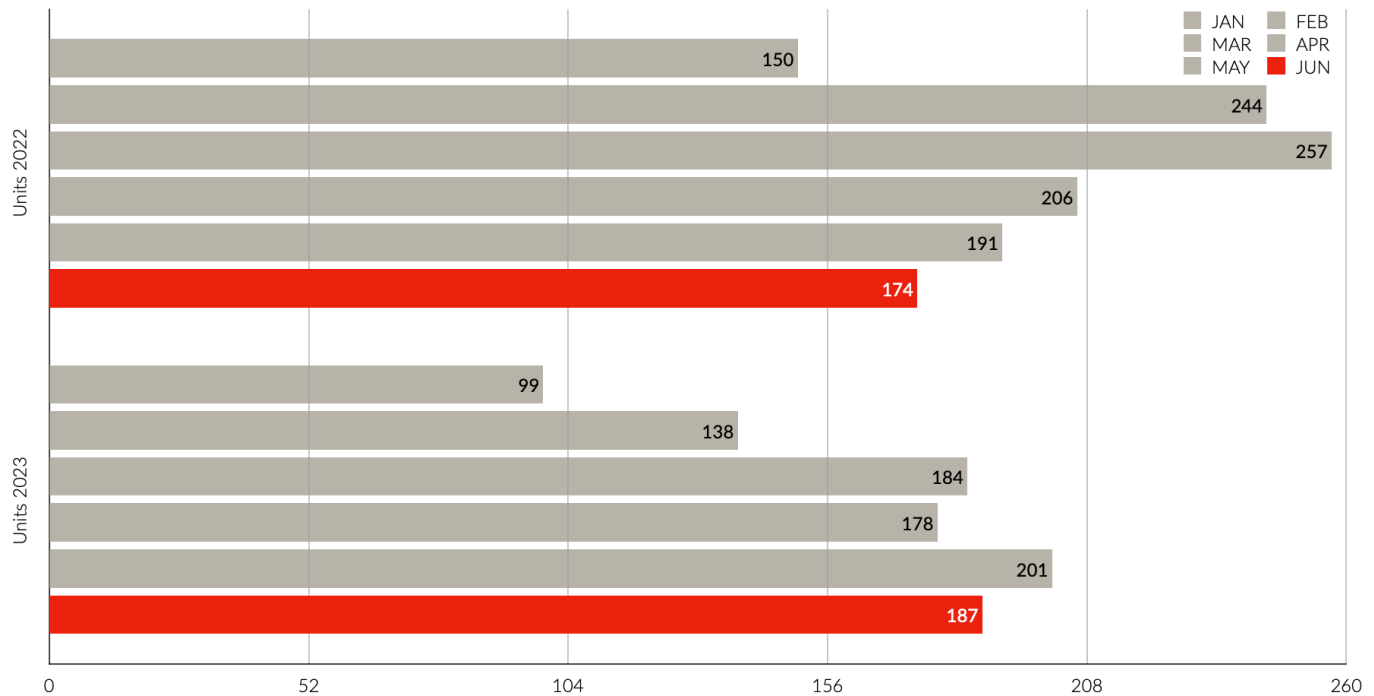


Yearly Totals 2022 vs. 2023

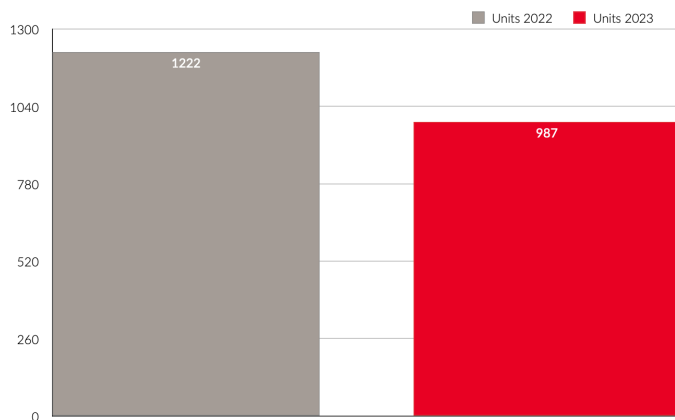


Month vs. Month 2022 vs. 2023

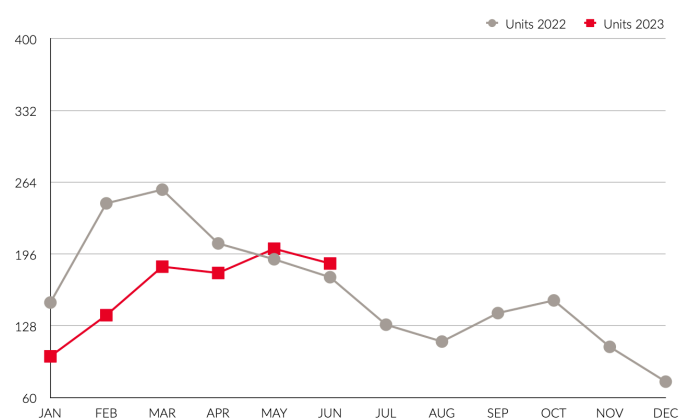
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

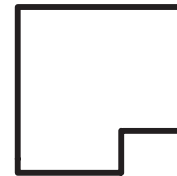
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



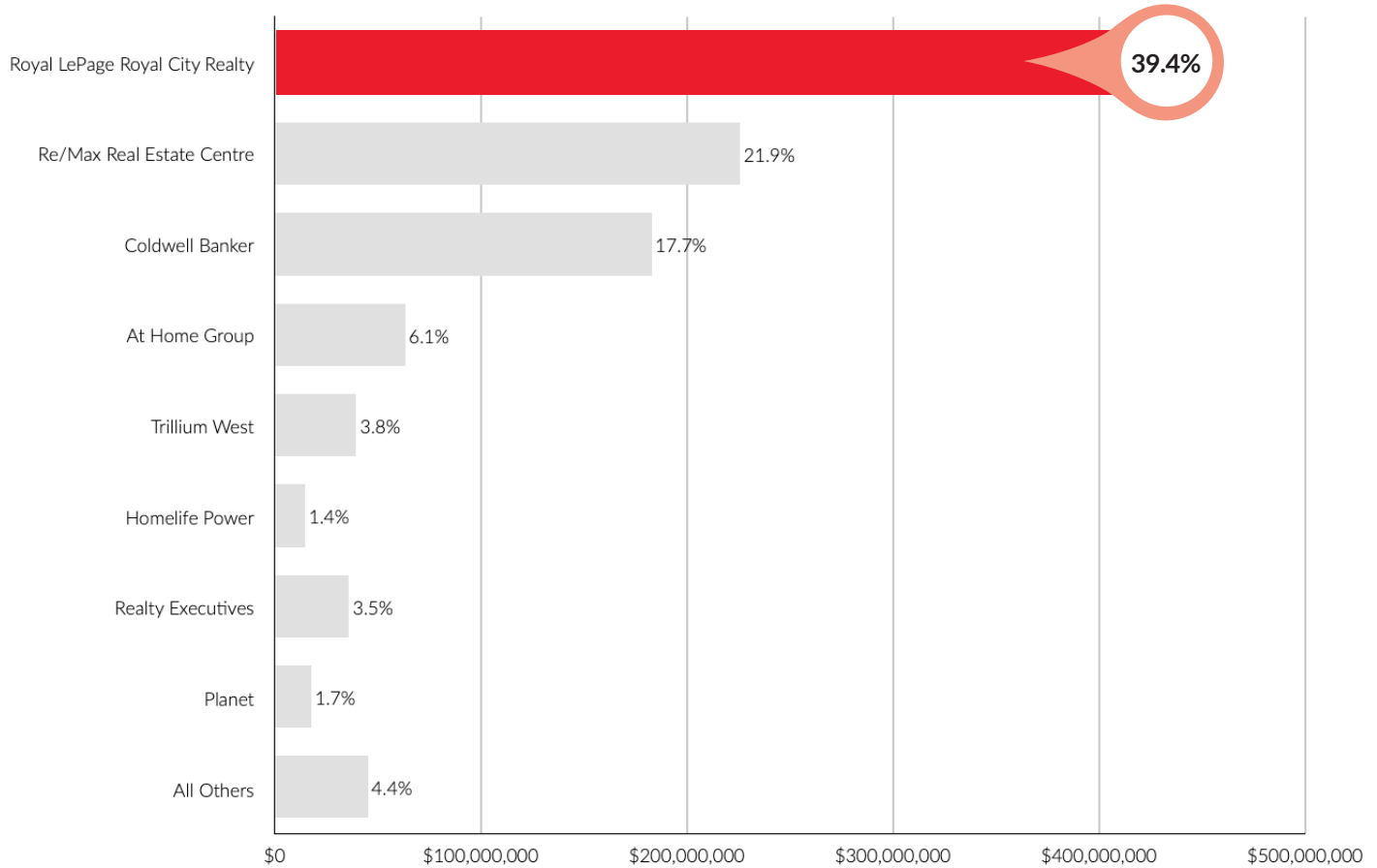
VACANT LAND

YTD Sales Volume	 \$568,190,745 -33.78%	 \$221,544,549 -19.32%	 \$6,249,000 +1,387.9%
YTD Unit Sales	 612 -24.63%	 358 -8.21%	 9 +800%
YTD Average Sale Price	 \$928,416 -12.15%	 \$618,840 -12.11%	 \$694,333 +65.3%
June Sales Volume	 \$123,896,700 +12%	 \$37,899,511 +18.2%	 \$0 No Change
June Unit Sales	 127 +5.83%	 58 +11.54%	 0 No Change

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



MARKET DOMINANCE

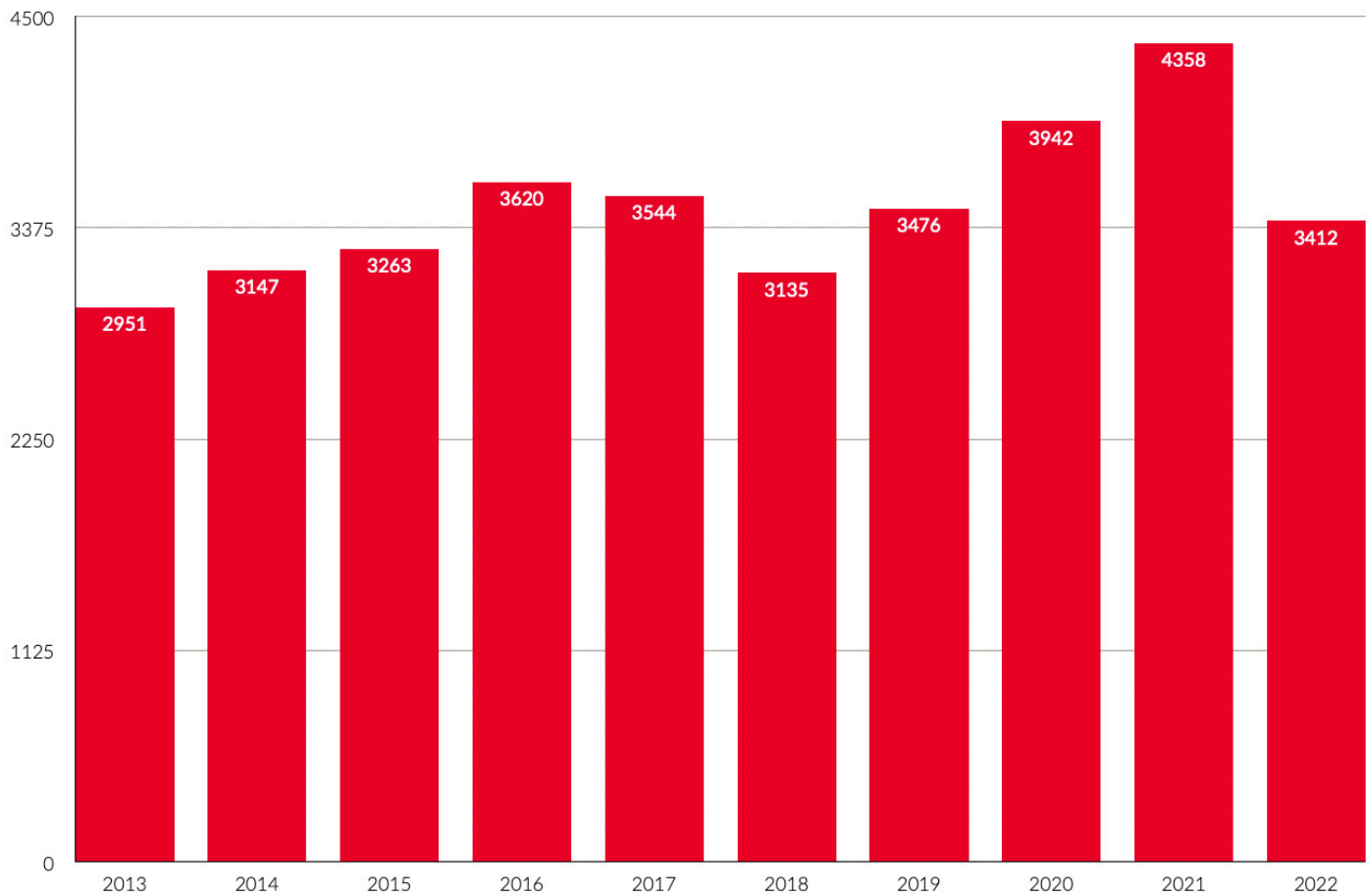


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 2023



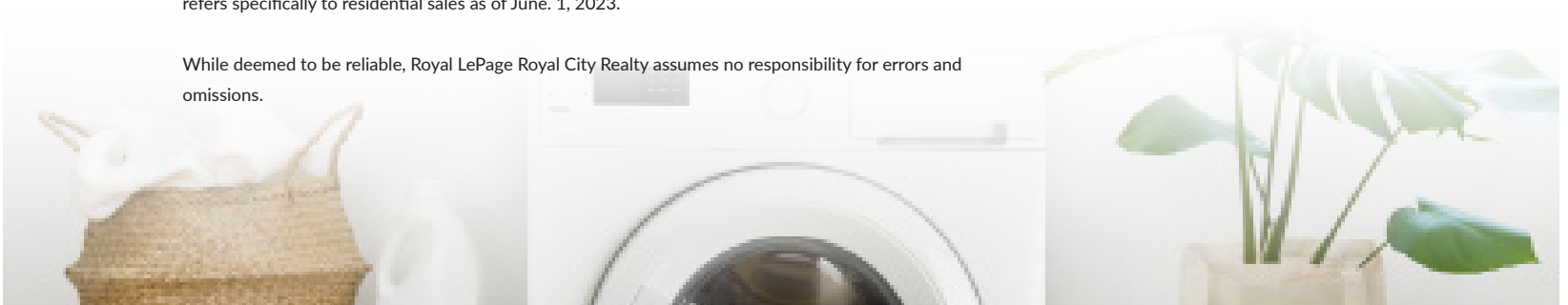
10 YEAR MARKET ANALYSIS



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 June. 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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