



2023  
**JUNE**

**GUELPH/ERAMOSA**  
Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa remains a balanced market this month due to the fluctuation in inventory. We are finally seeing a rise in average and median sale prices after a few months of consistent decline. It is important to note that this market is smaller, and more prone of erratic change.



### June year-over-year sales volume of \$17,856,155

Up 14.59% from 2022's \$15,583,000 with unit sales of 16 up 60% from last June's 10. New listings of 37 are up 15.63% from 2022, with the sales/listing ratio of 43.24% up from 31.25% in 2022.



### Year-to-date sales volume of \$84,081,324

Down 23.63% from 2022's \$110,090,424 with unit sales of 72 down 8.86% from last June's 79. New listings of 130 are down 12.75% from a year ago, with the sales/listing ratio of 55.38% up 2.36%.



### Year-to-date average sale price of \$1,150,145

Down from \$1,413,376 one year ago with median sale price of \$1,025,250 down from \$1,215,500 one year ago. Average days-on-market of 33 is up 11.67 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$1,015,000**

-16.12%

Average Sale Price

**\$1,116,010**

-28.38%

Sales Volume

**\$17,856,155**

+14.59%

Unit Sales

**16**

+60%

New Listings

**37**

+15.63%

Expired Listings

**0**

Down from 1

Unit Sales/Listings Ratio

**43.24%**

+11.99%

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

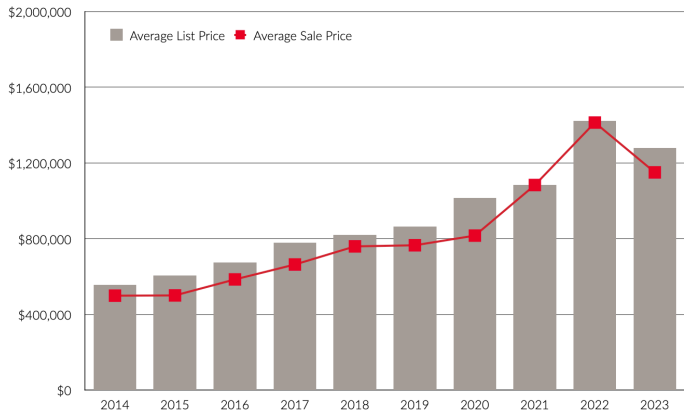


# THE MARKET IN DETAIL

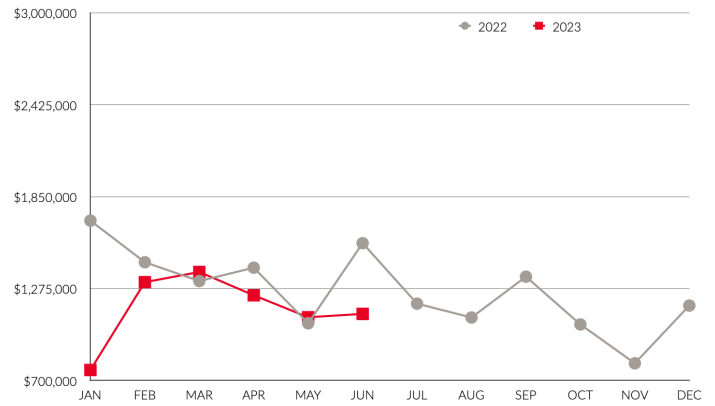
	2021	2022	2023	2022-2023
YTD Volume Sales	\$121,935,018	\$110,090,424	\$84,081,324	-23.36%
YTD Unit Sales	110	79	72	-8.86%
YTD New Listings	151	149	130	-12.75%
YTD Sales/Listings Ratio	72.85%	53.02%	55.38%	+2.36%
YTD Expired Listings	2	4	6	+50%
June Volume Sales	\$20,719,900	\$15,583,000	\$17,856,155	+14.59%
June Unit Sales	17	10	16	+60%
June New Listings	31	32	37	-15.63%
June Sales/Listings Ratio	54.84%	31.25%	43.24%	+11.99%
June Expired Listings	0	1	0	Down from 1
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200K-\$349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	4	0	4	Up from 0
YTD Sales: \$550K-\$749K	12	3	5	+66.67%
YTD Sales: \$750K-\$999K	31	16	21	+31.25%
YTD Sales: \$1M+	63	60	42	-30%
YTD Average Days-On-Market	10.5	21.33	33	+54.69%
YTD Average Sale Price	\$1,083,373	\$1,413,376	\$1,150,145	-18.62%
YTD Median Sale Price	\$1,012,250	\$1,215,500	\$1,025,250	-15.65%

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

# AVERAGE SALE PRICE

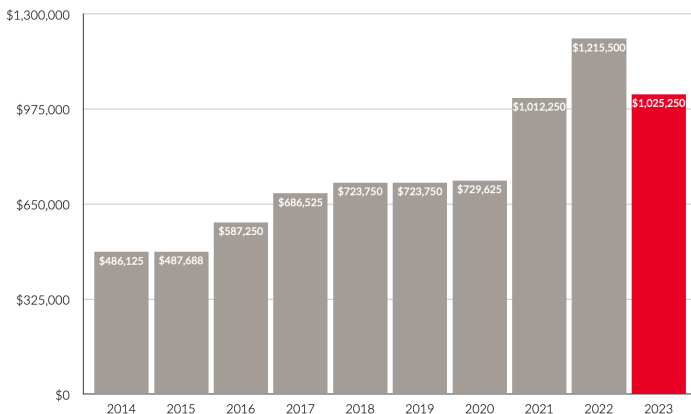


Year-Over-Year

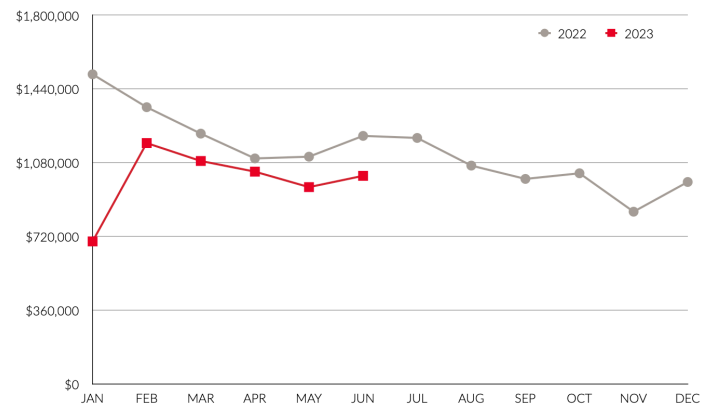


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



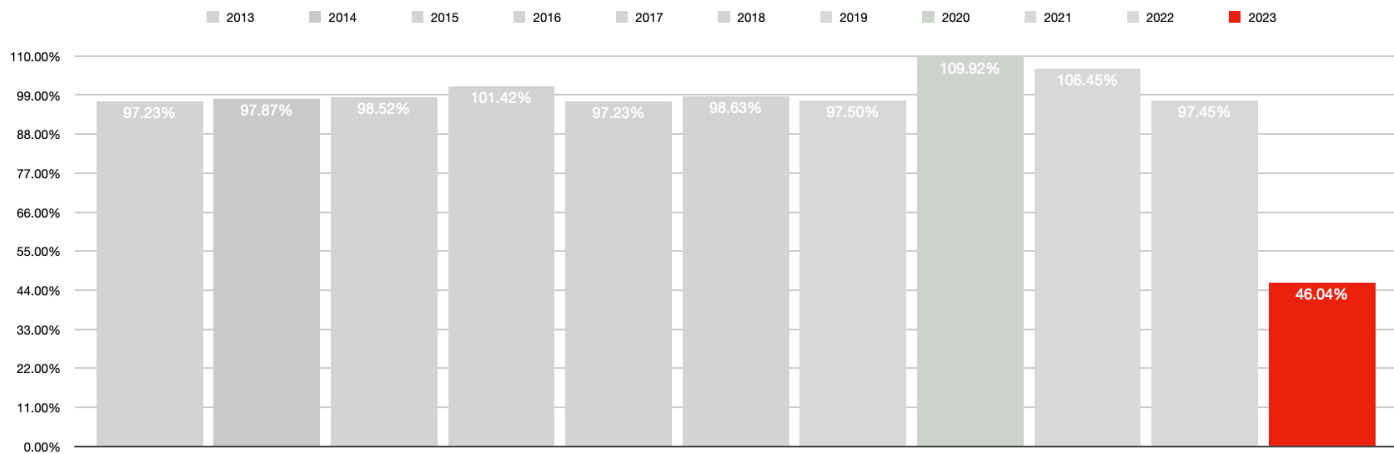
Year-Over-Year



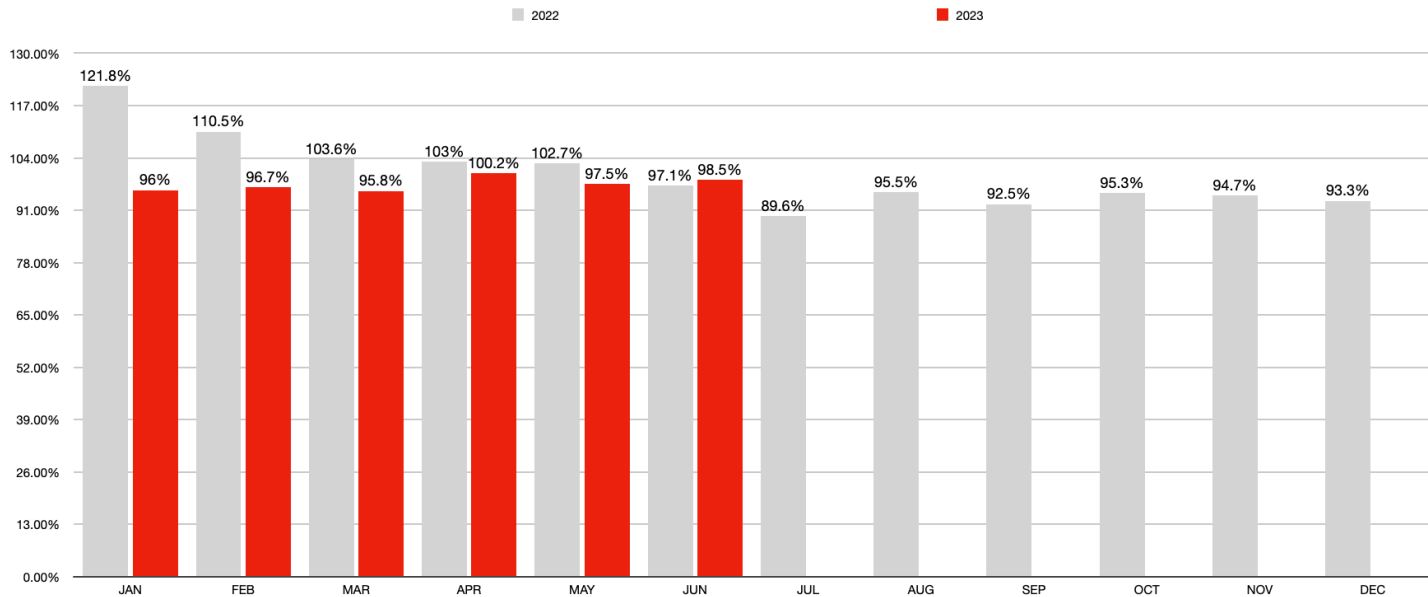
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

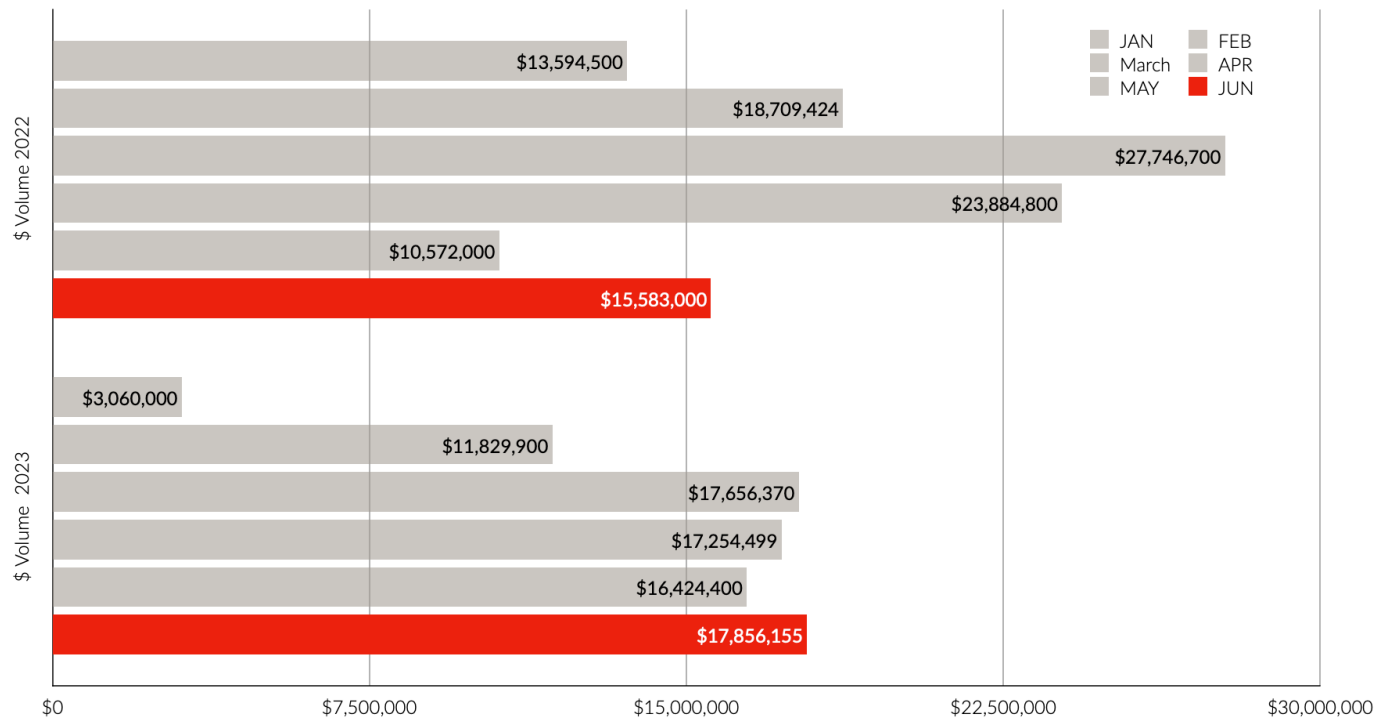


## Year-Over-Year

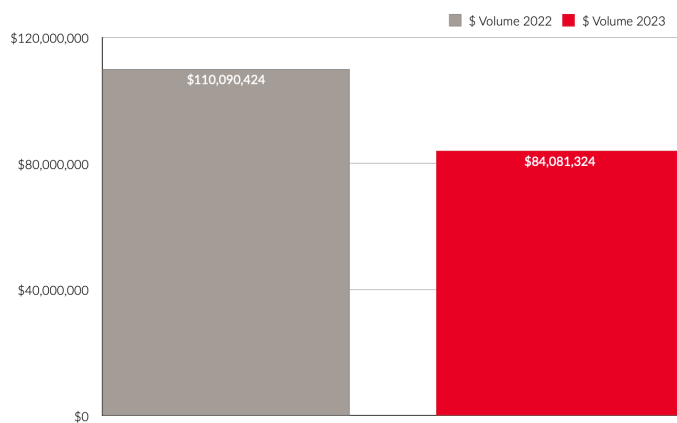


## Month-Over-Month 2022 vs. 2023

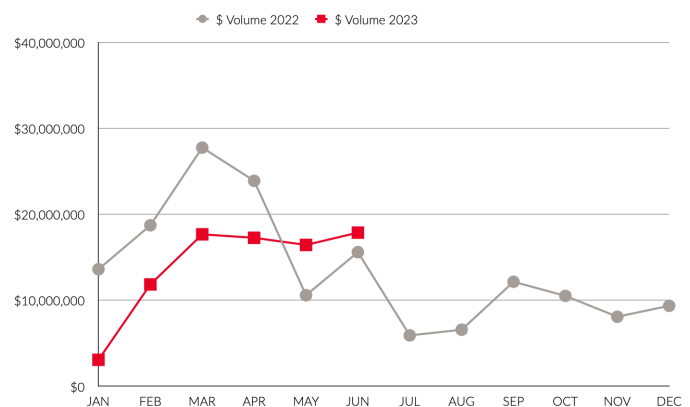
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

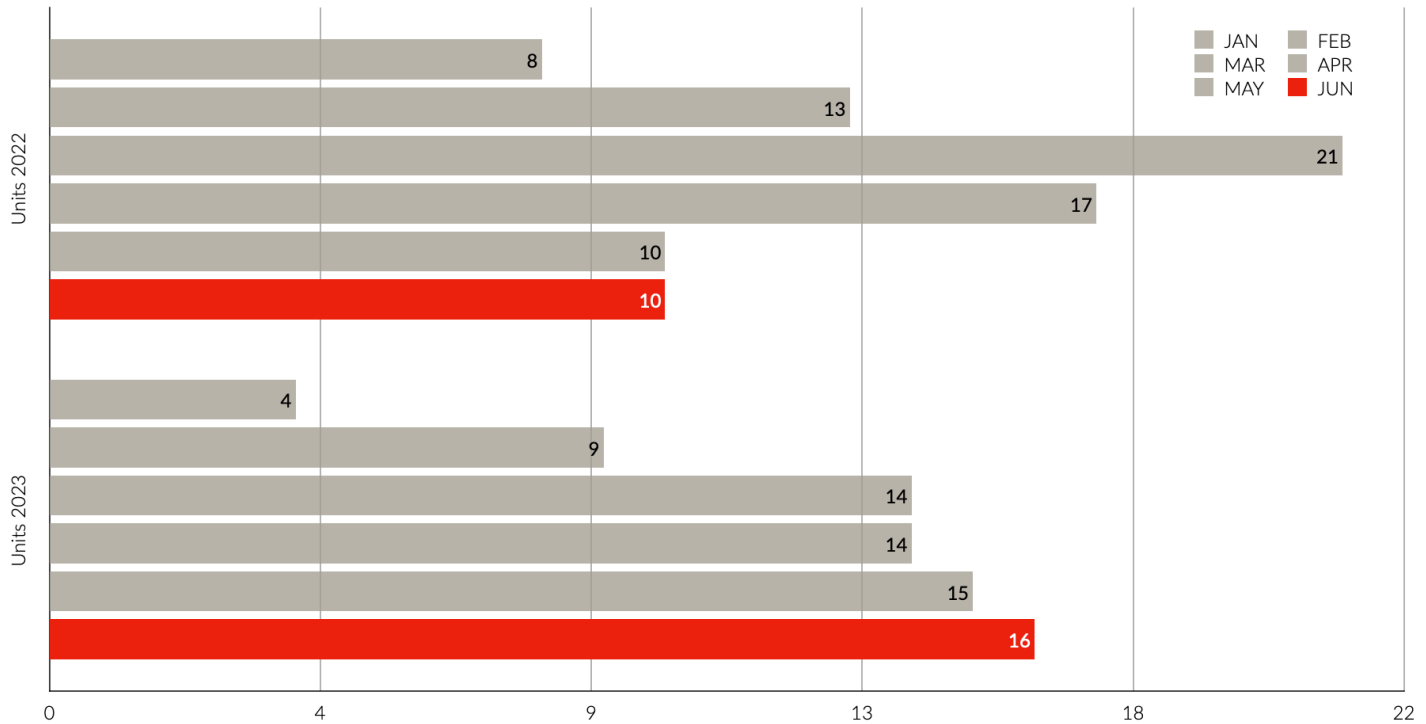


Yearly Totals 2022 vs. 2023

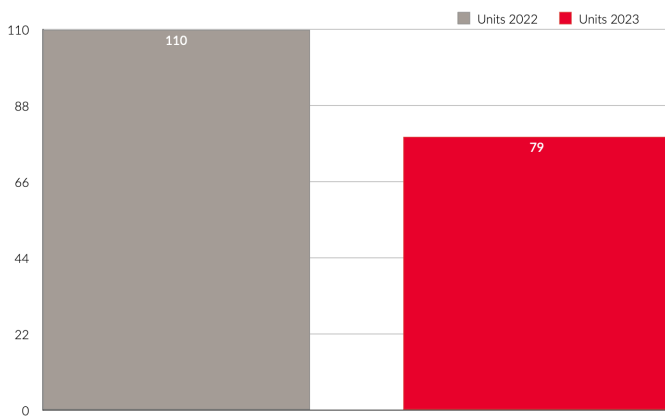


Month vs. Month 2022 vs. 2023

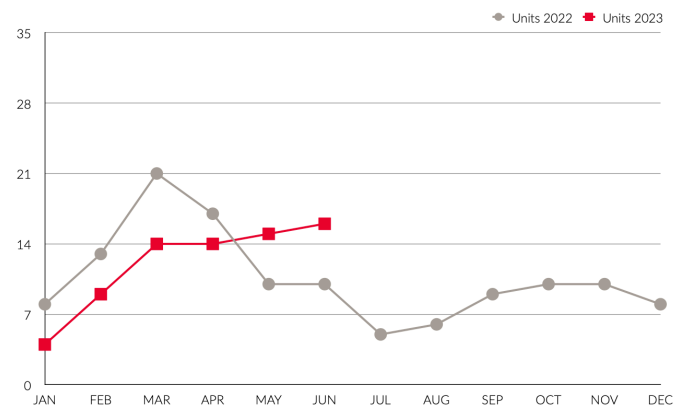
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023



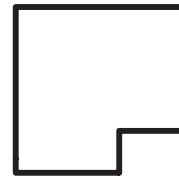
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

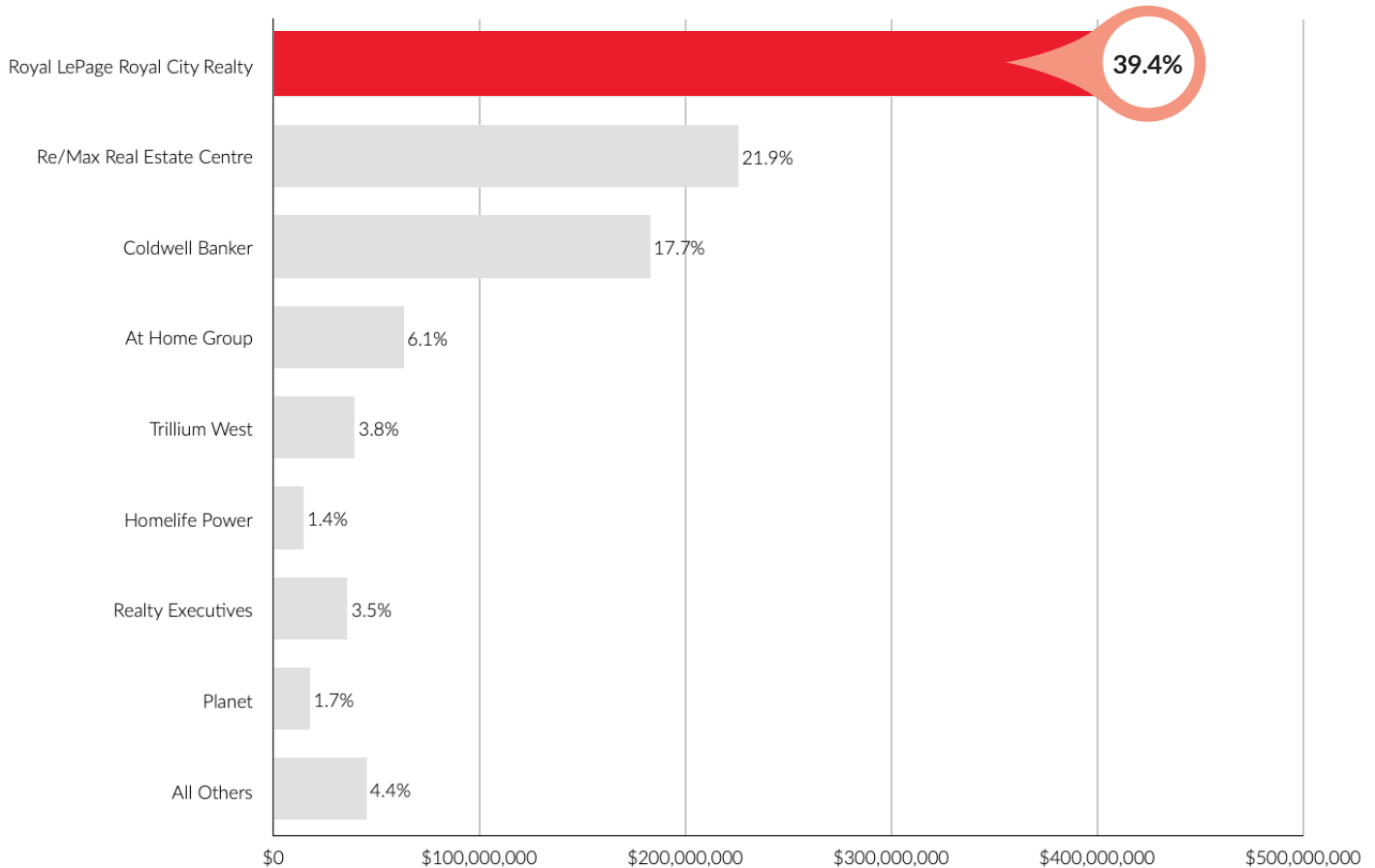
YTD Sales Volume	 <b>\$78,456,924</b> -26.53%	 <b>\$4,584,400</b> +109.54%	 <b>\$6,350,000</b> -68.73%
YTD Unit Sales	 <b>64</b> -14.67%	 <b>7</b> +133.33%	 <b>5</b> +25%
YTD Average Sale Price	 <b>\$1,225,889</b> -13.91%	 <b>\$654,914</b> -10.2%	 <b>\$1,270,000</b> -74.98%
June Sales Volume	 <b>\$17,856,155</b> +14.59%	 <b>\$0</b> No Change	 <b>\$1,350,000</b> Up from \$0
June Unit Sales	 <b>16</b> +60%	 <b>0</b> No Change	 <b>1</b> Up from 0

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





# MARKET DOMINANCE

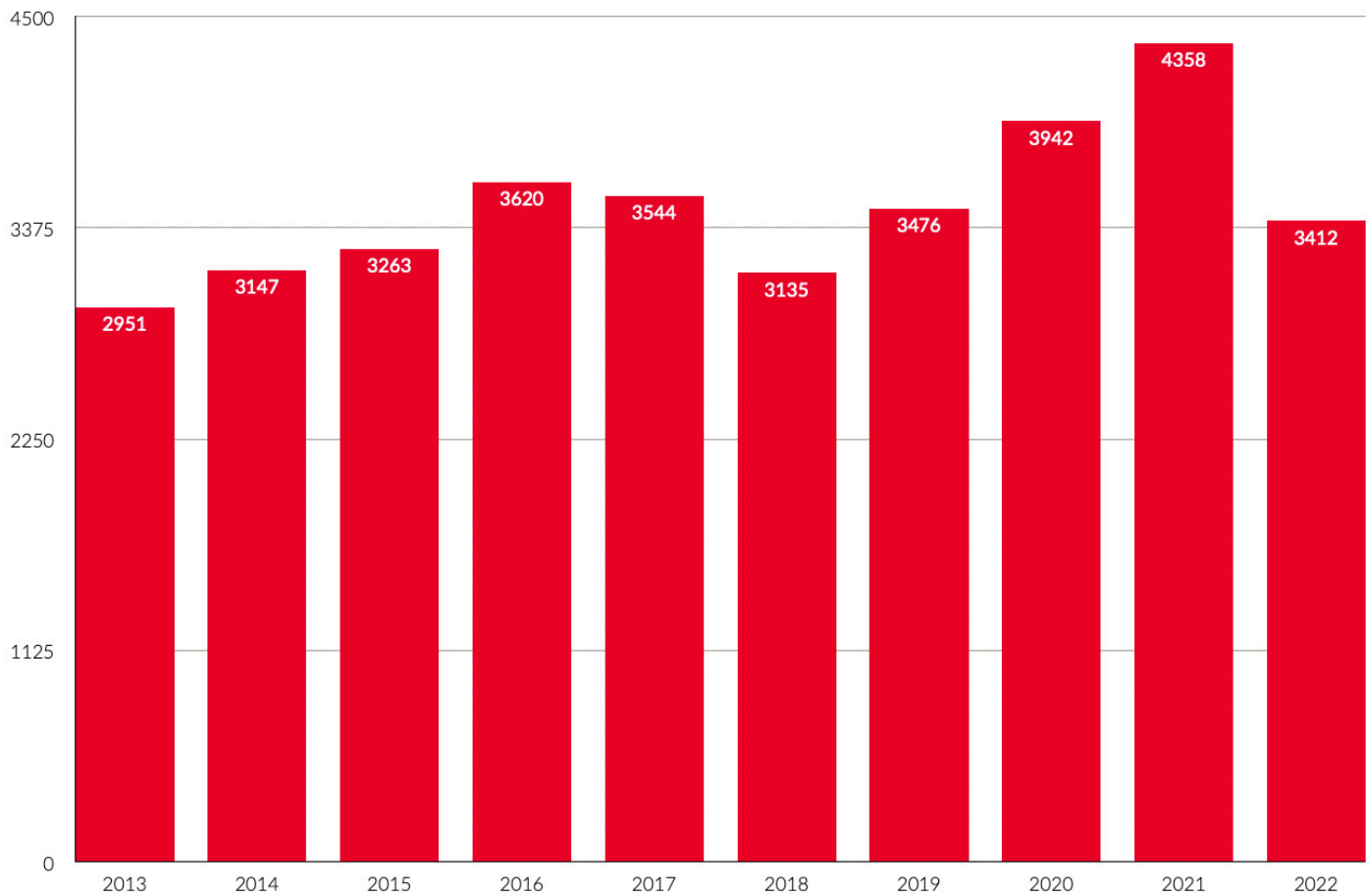


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
June 2023



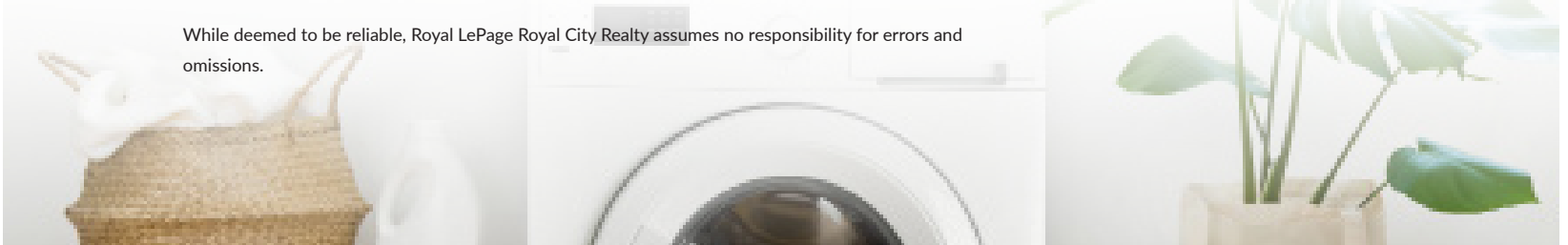
# 10 YEAR MARKET ANALYSIS



## 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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