



2023 AUGUST

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. 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 August of last year.



August year-over-year sales volume of \$88,020,532

Up 1.93% from 2022's \$86,355,771 with unit sales of 115 up 1.77% from last August's 113. New listings of 197 are down 1.01% from a year ago, with the sales/listing ratio of 58.38% up 1.59%.



Year-to-date sales volume of \$1,021,198,895

Down 23.6% from 2022's \$1,336,627,595 with unit sales of 1,257 down 14.14% from 2022's 1,464. New listings of 1,878 are down 26.95% from a year ago, with the sales/listing ratio of 66.93% up 9.99%.



Year-to-date average sale price of \$802,348

Down from \$895,157 one year ago with median sale price of \$774,975 down from \$880,700 one year ago. Average days-on-market of 18.75 is up 5.25 days from last year.

AUGUST NUMBERS

Median Sale Price
\$760,000
+4.83%

Average Sale Price
\$795,396
-0.16%

Sales Volume
\$88,020,532
+1.93%

Unit Sales
115
+1.77%

New Listings
197
-1.01%

Expired Listings
11
-68.57%

Unit Sales/Listings Ratio
58.38%
+1.59%

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

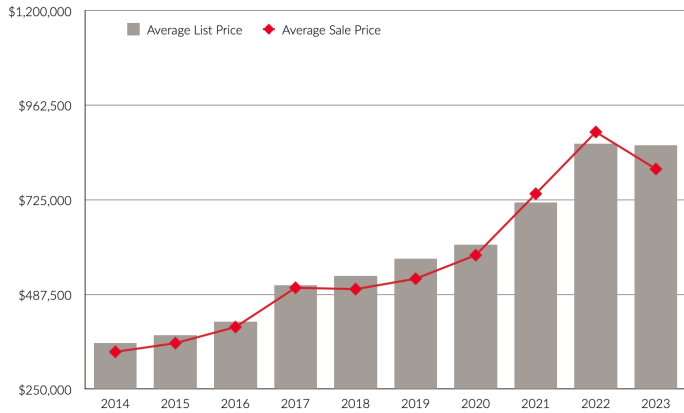


THE MARKET IN DETAIL

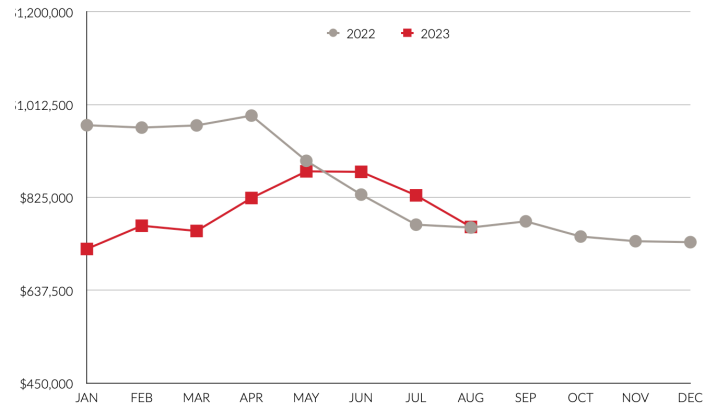
	2021	2022	2023	2022-2023
YTD Volume Sales	\$1,460,240,389	\$1,336,627,595	\$1,021,198,895	-26.6%
YTD Unit Sales	1,967	1,464	1,257	-14.14%
YTD New Listings	2,392	2,571	1,878	-26.95%
YTD Sales/Listings Ratio	82.23%	56.94%	66.93%	+9.99%
YTD Expired Listings	38	90	77	-14.44%
August Volume Sales	\$126,015,425	\$86,355,771	\$88,020,532	+1.93%
August Unit Sales	167	113	115	+1.77%
August New Listings	194	199	197	-1.01%
August Sales/Listings Ratio	86.08%	56.78%	58.38%	+1.59%
August Expired Listings	4	35	11	-68.57%
YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$200K-\$349K	13	7	2	-71.43%
YTD Sales: \$350K-\$549K	368	108	184	+70.37%
YTD Sales: \$550K-\$749K	776	347	363	+4.61%
YTD Sales: \$750K-\$999K	586	567	485	-14.46%
YTD Sales: \$1M+	222	435	223	-48.7%
YTD Average Days-On-Market	10.5	13.5	18.75	+38.89%
YTD Average Sale Price	\$740,136	\$895,157	\$802,348	-10.37%
YTD Median Sale Price	\$707,000	\$880,700	\$774,975	-12%

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

AVERAGE SALE PRICE

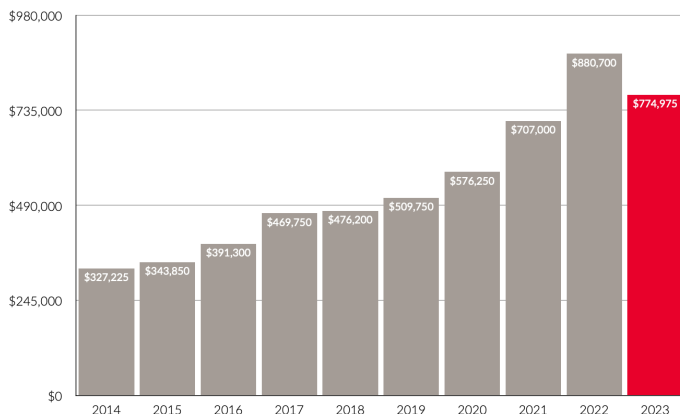


Year-Over-Year

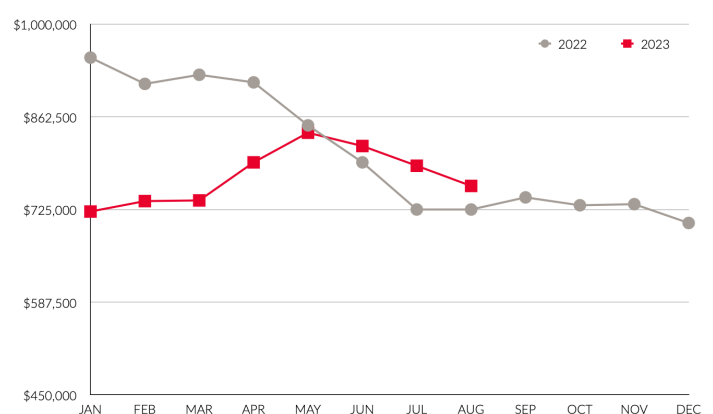


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



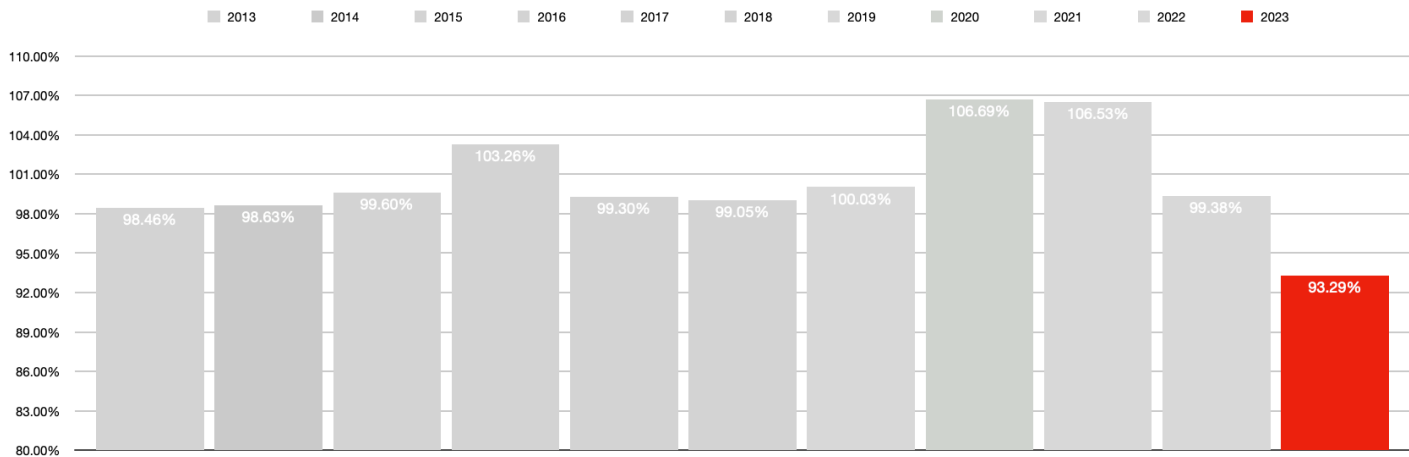
Year-Over-Year



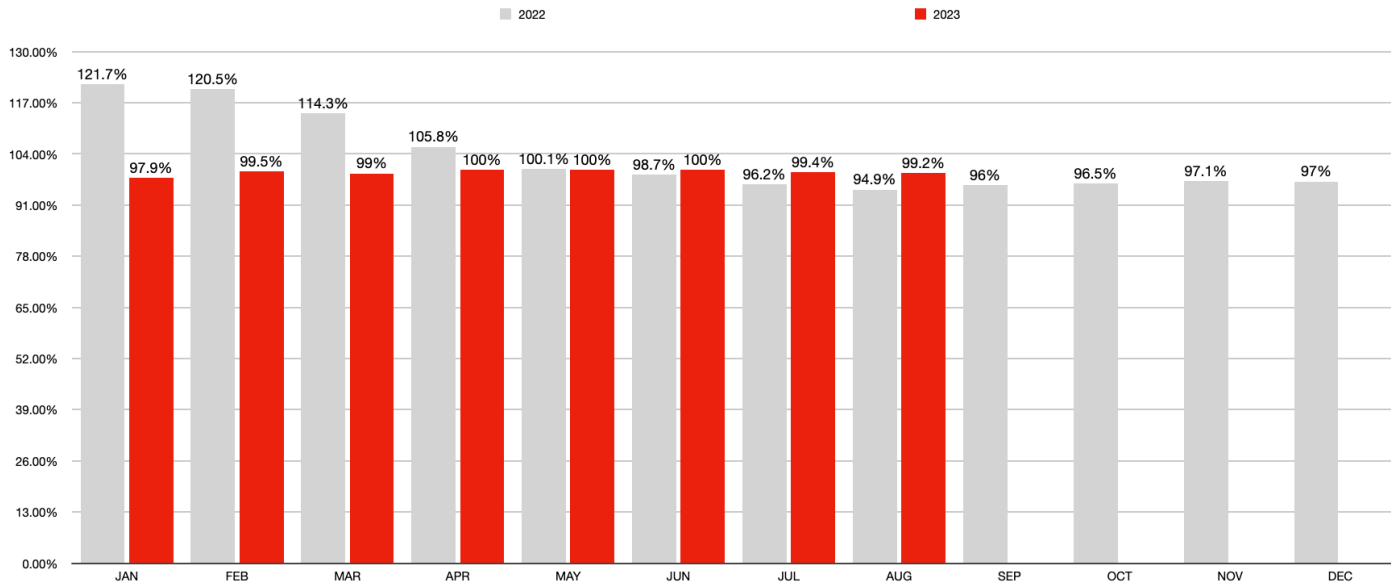
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

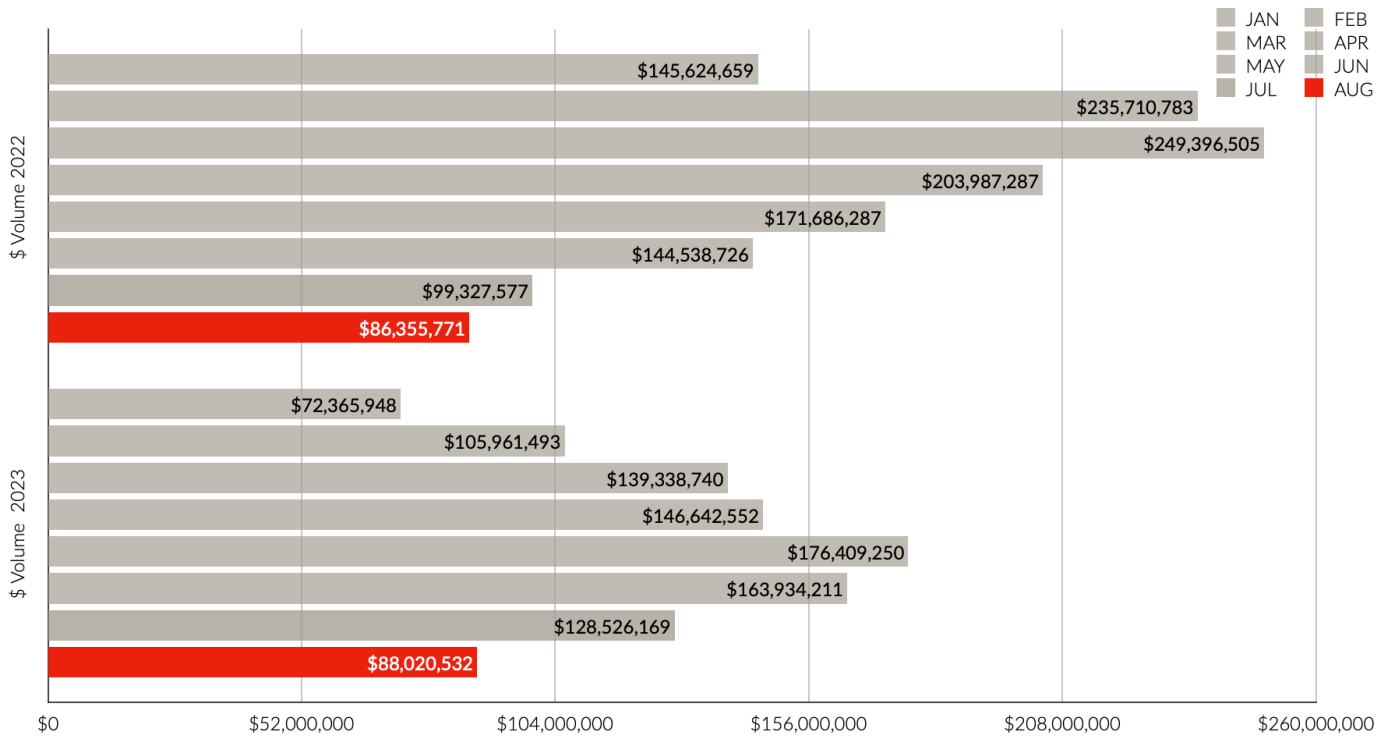


Year-Over-Year

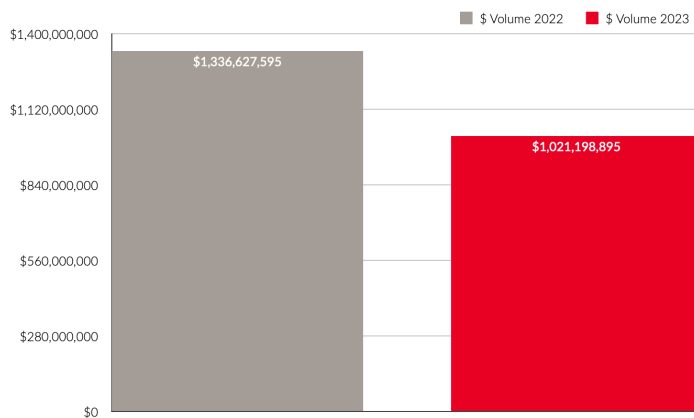


Month-Over-Month 2022 vs. 2023

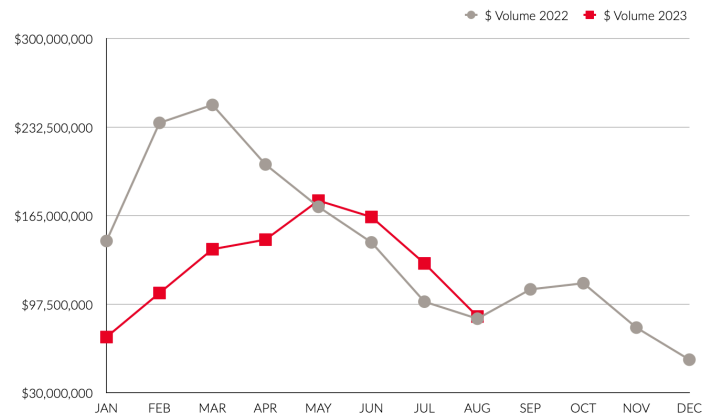
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

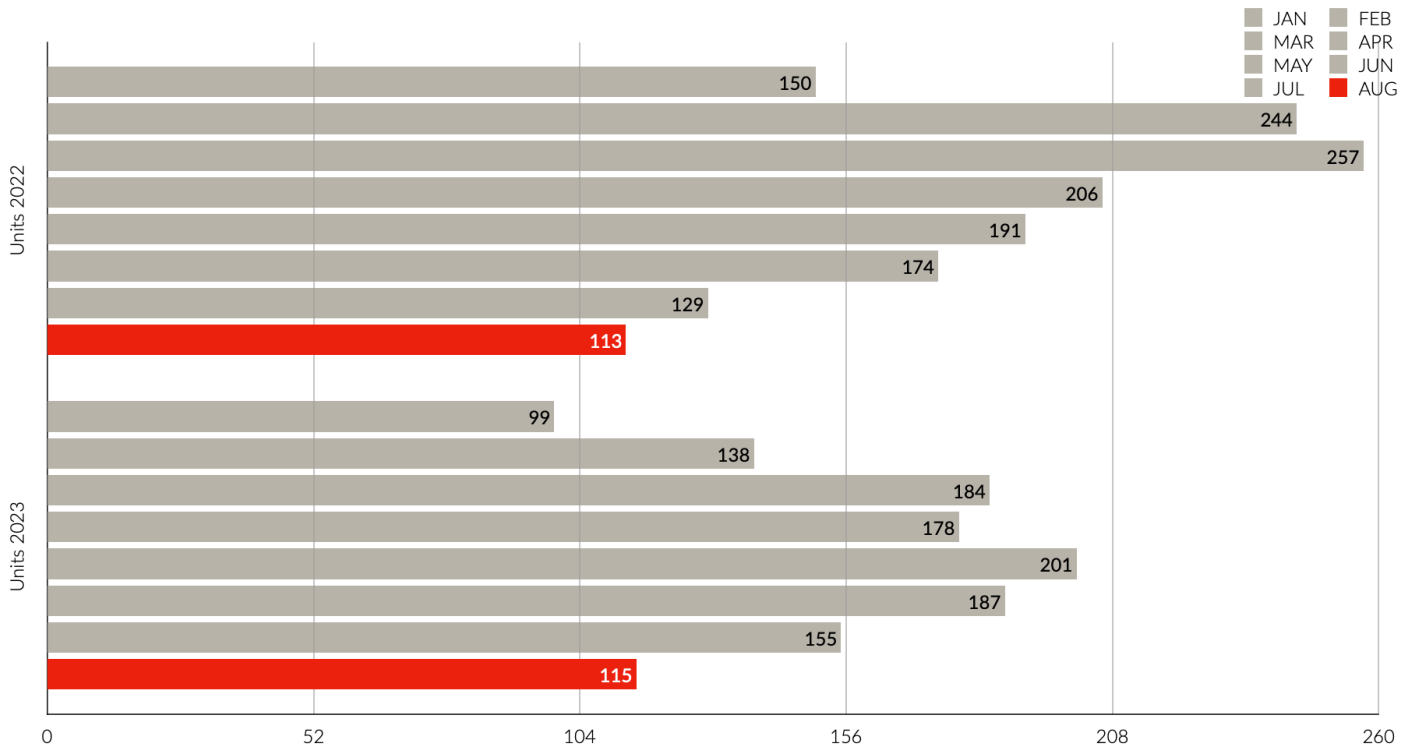


Yearly Totals 2022 vs. 2023

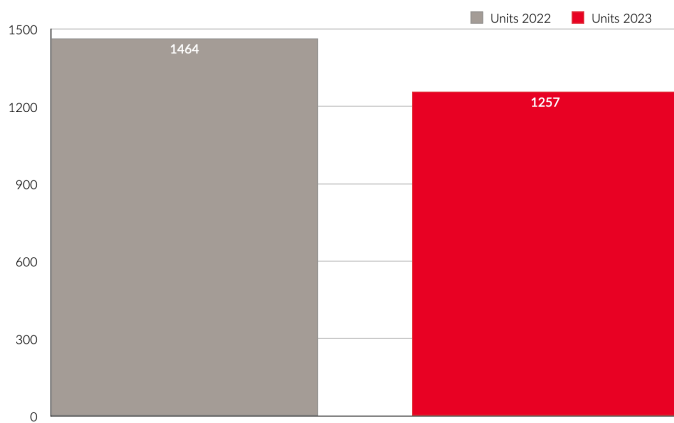


Month vs. Month 2022 vs. 2023

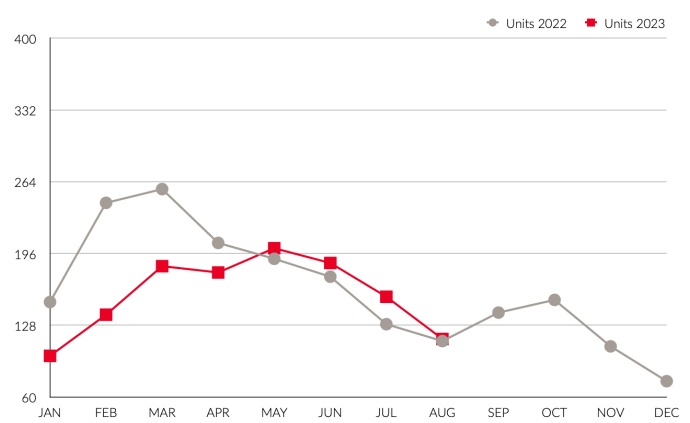
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

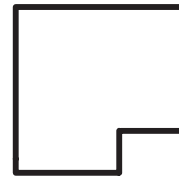
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



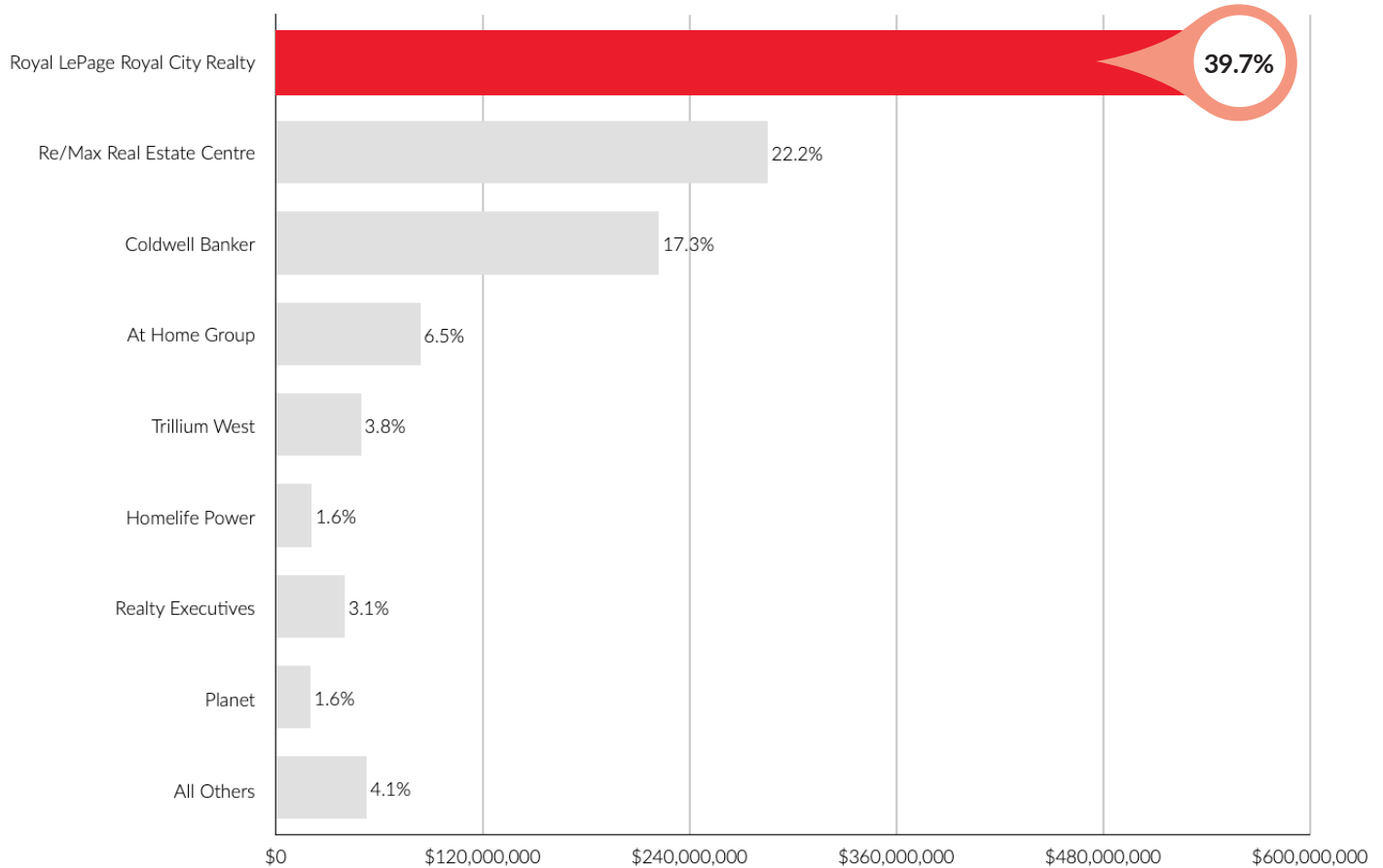
VACANT LAND

YTD Sales Volume	 \$725,228,219 -26.39%	 \$278,143,776 -15.4%	 \$7,376,000 +1,656.2%
YTD Unit Sales	 786 -17.78%	 451 -6.43%	 10 +900%
YTD Average Sale Price	 \$922,682 -10.47%	 \$616,727 -9.58%	 \$737,600 +75.6%
August Sales Volume	 \$60,319,105 +0.91%	 \$27,306,427 +7.32%	 \$0 No Change
August Unit Sales	 70 +4.48%	 44 No Change	 0 No Change

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



MARKET DOMINANCE

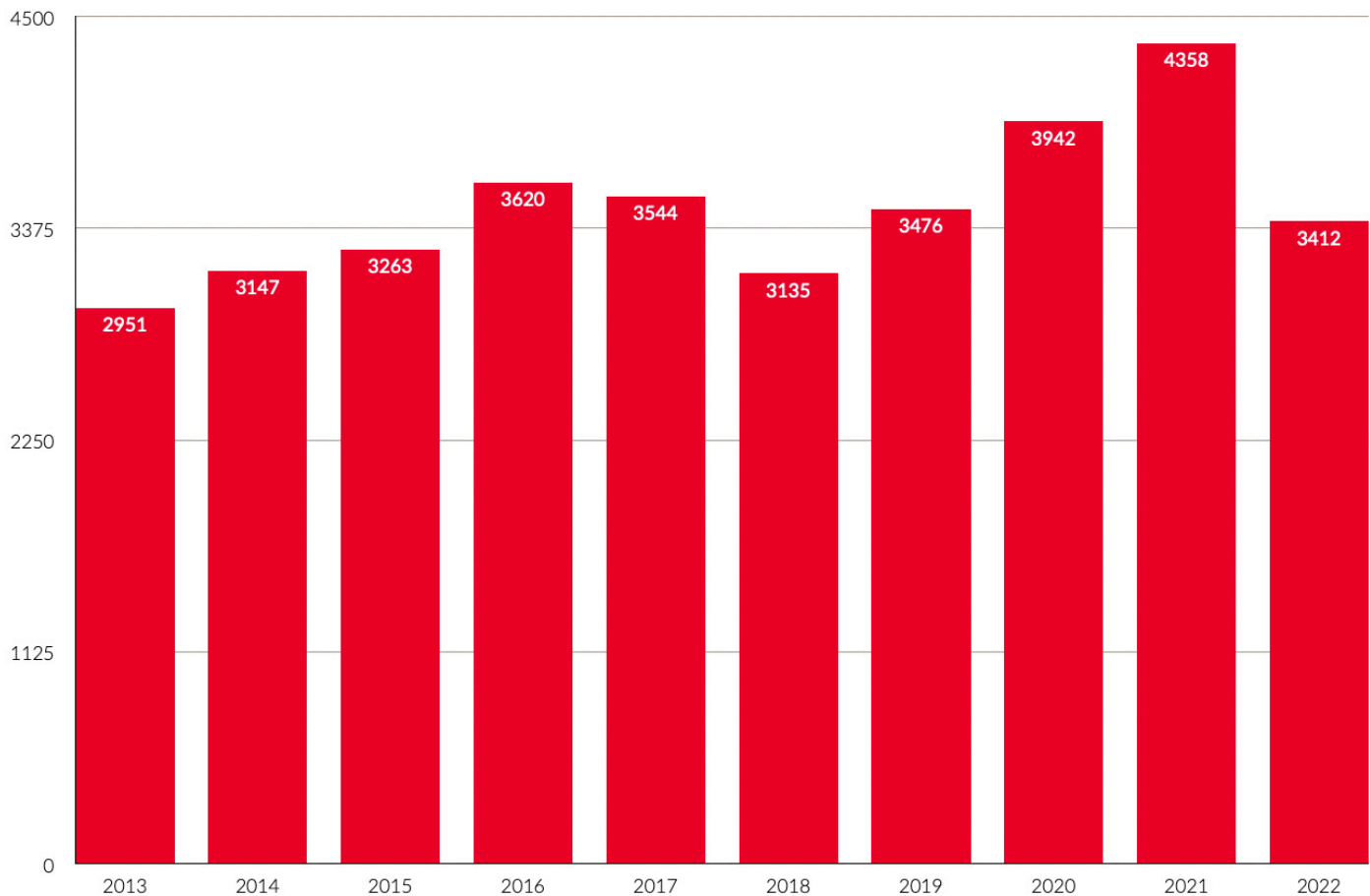


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
August 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 August. 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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