



# 2023 **AUGUST**

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



# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa remains a balanced market this month due to the fluctuation in inventory. Average and median sale prices have dropped a bit compared to last year, likely caused by the small jump in inventory. It is important to note that this market is smaller, and more prone of erratic change.



### August year-over-year sales volume of \$11,302,300

Up 72.29% from 2022's \$6,560,000 with unit sales of 11 up 83.33% from last August's 6. New listings of 26 are up 52.94% from 2022, with the sales/listing ratio of 42.31% up from 7.01% in 2022.



### Year-to-date sales volume of \$106,987,524

Down 12.7% from 2022's \$122,550,424 with unit sales of 95 the same as they were last year. New listings of 182 are down 2.15% from a year ago, with the sales/listing ratio of 52.2% up 3.81%.



### Year-to-date average sale price of \$1,111,918

Down from \$1,344,199 one year ago with median sale price of \$991,975 down from \$1,205,000 one year ago. Average days-on-market of 30.5 is up 7.25 days from last year.

## AUGUST NUMBERS

Median Sale Price

**\$960,000**

-9.86%

Average Sale Price

**\$1,027,482**

-6.02%

Sales Volume

**\$11,302,300**

+72.29%

Unit Sales

**11**

+83.33%

New Listings

**26**

+52.94%

Expired Listings

**1**

-75%

Unit Sales/Listings Ratio

**42.31%**

+7.01%

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

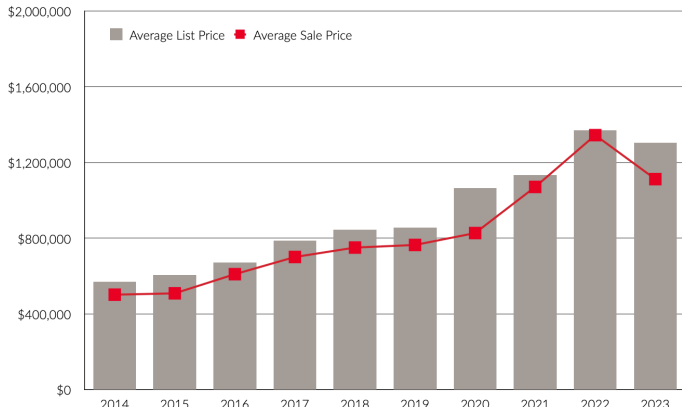
# THE MARKET IN DETAIL

	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$151,330,046	\$122,550,424	\$106,987,524	-12.7%
<b>YTD Unit Sales</b>	138	90	95	-5.56%
<b>YTD New Listings</b>	189	186	182	-2.15%
<b>YTD Sales/Listings Ratio</b>	73.02%	48.39%	52.2%	+3.81%
<b>YTD Expired Listings</b>	2	9	9	No Change
<b>August Volume Sales</b>	\$8,862,028	\$6,560,000	\$11,302,300	+72.29%
<b>August Unit Sales</b>	9	6	11	+83.33%
<b>August New Listings</b>	15	17	26	+52.94%
<b>August Sales/Listings Ratio</b>	60%	35.29%	42.31%	+7.01%
<b>August Expired Listings</b>	0	4	1	-75%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200K-\$349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	4	0	4	Up from 0
<b>YTD Sales: \$550K-\$749K</b>	17	19	8	+166.67%
<b>YTD Sales: \$750K-\$999K</b>	40	19	31	+63.16%
<b>YTD Sales: \$1M+</b>	77	68	52	-23.53%
<b>YTD Average Days-On-Market</b>	12.75	23.25	30.5	+31.18%
<b>YTD Average Sale Price</b>	\$1,070,699	\$1,344,199	\$1,111,918	-17.28%
<b>YTD Median Sale Price</b>	\$1,012,250	\$1,205,000	\$991,975	-17.68%

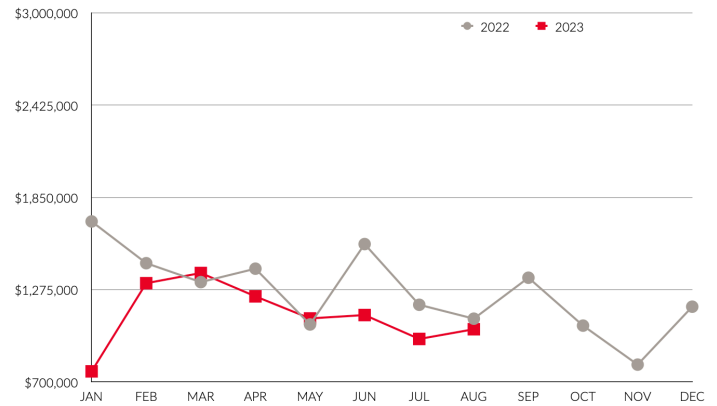
Guelph/Eramosa MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023



# AVERAGE SALE PRICE

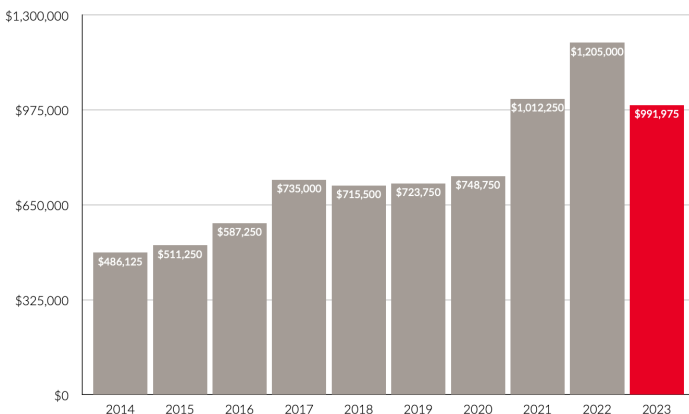


Year-Over-Year

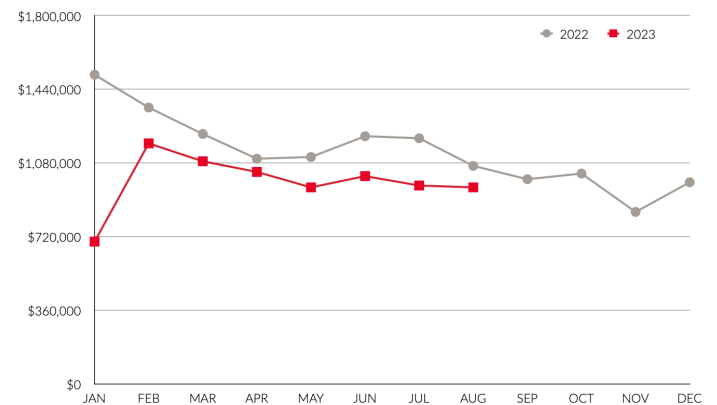


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



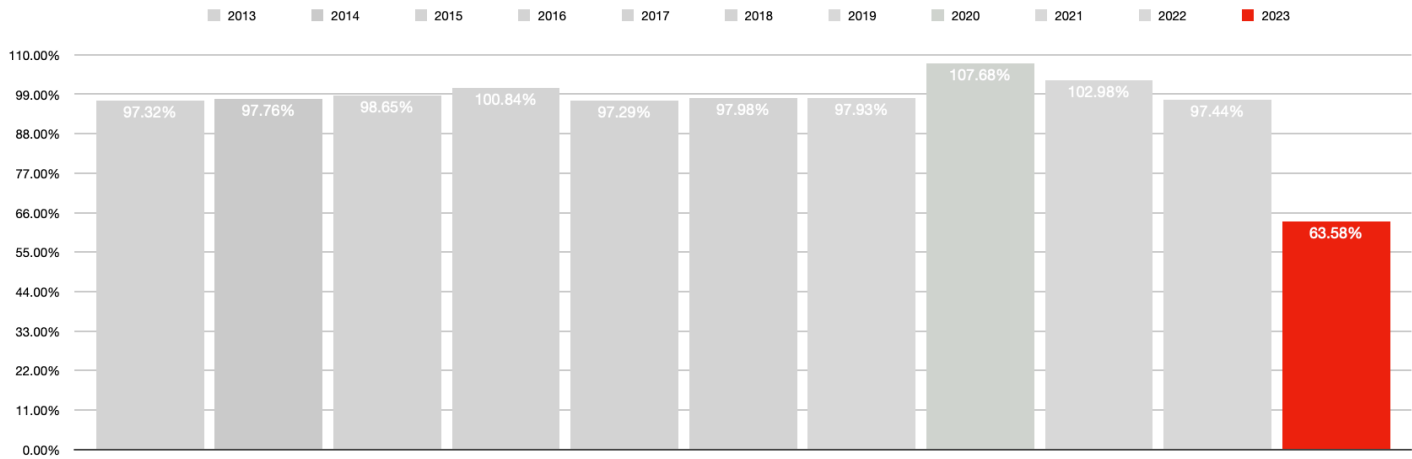
Year-Over-Year



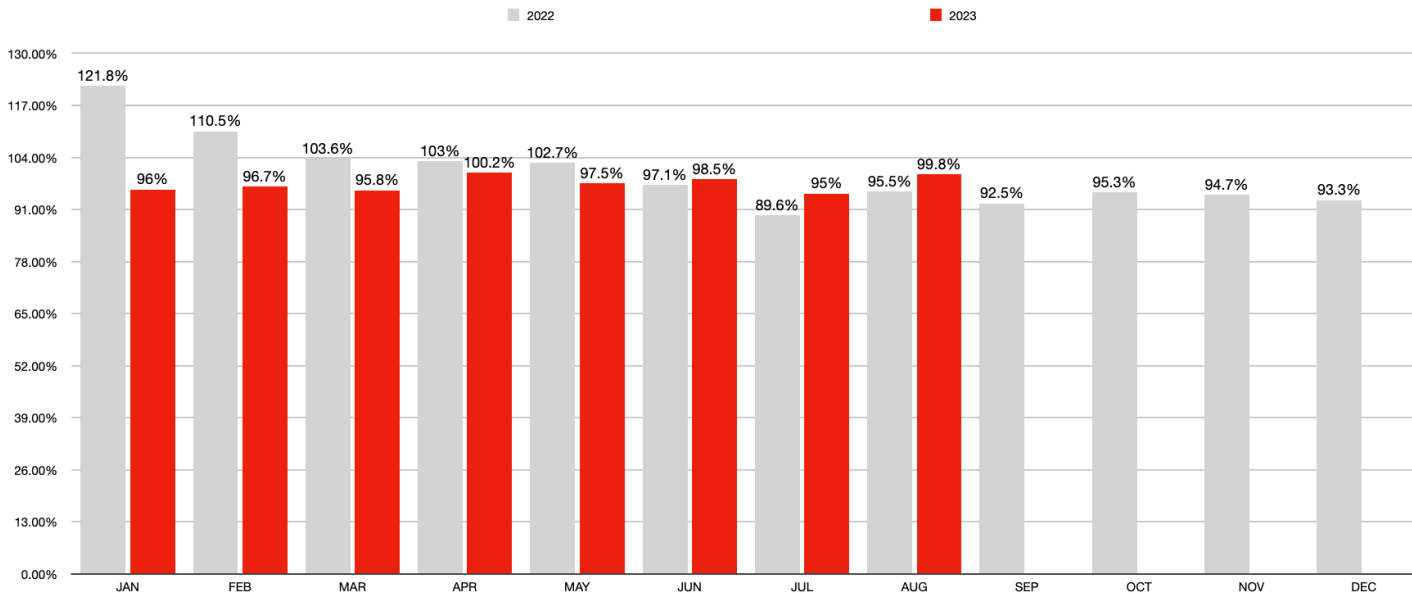
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

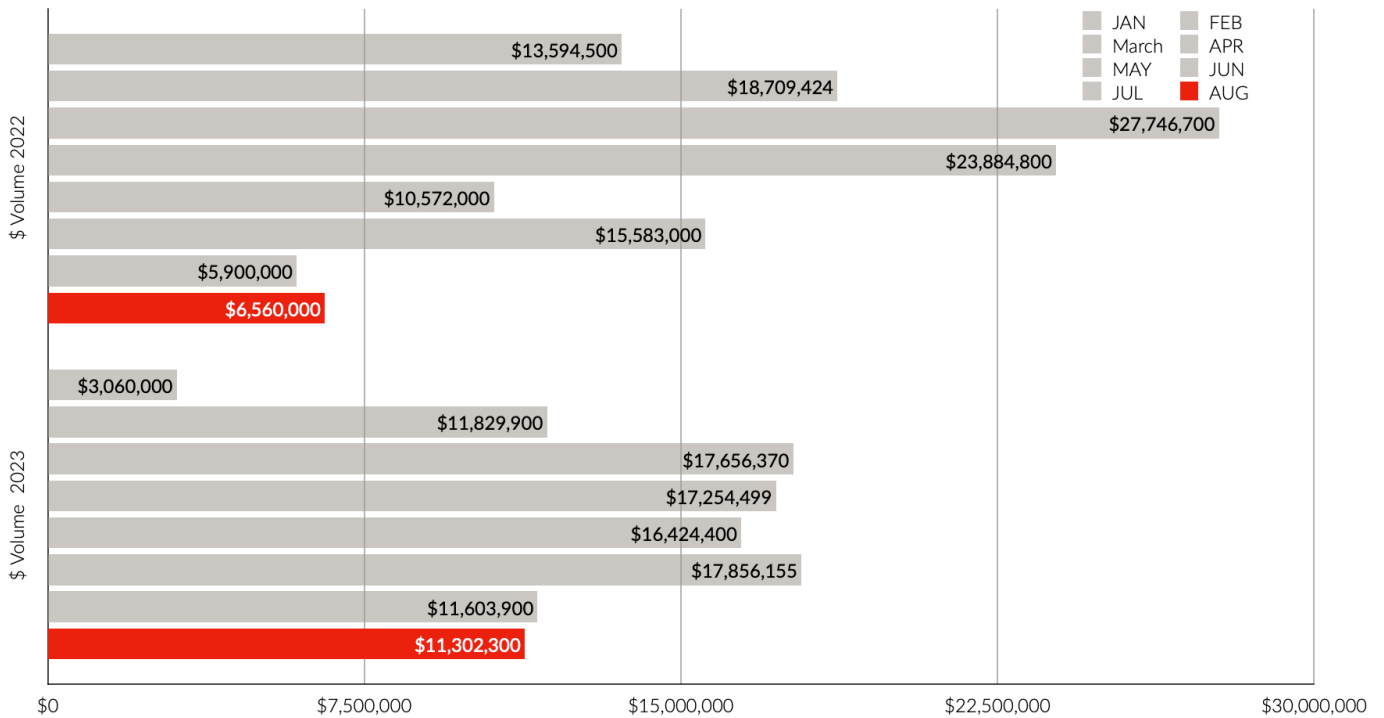


## Year-Over-Year

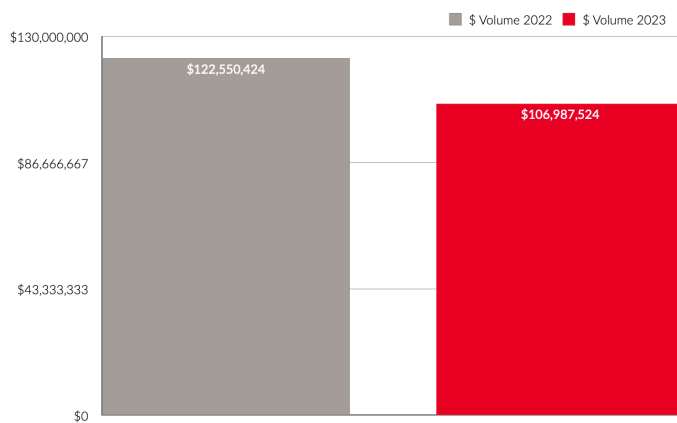


## Month-Over-Month 2022 vs. 2023

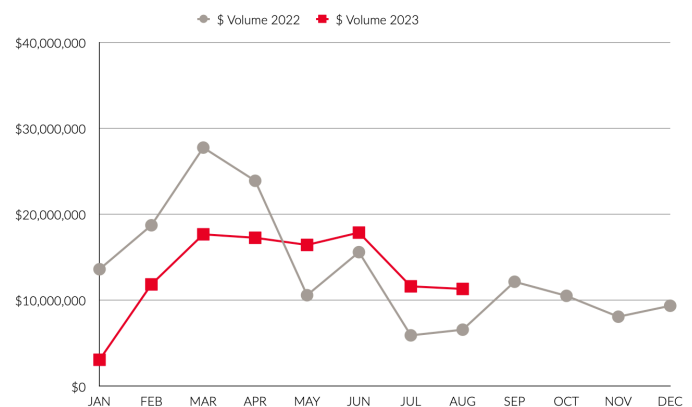
# DOLLAR VOLUME SALES



## Monthly Comparison 2022 vs. 2023

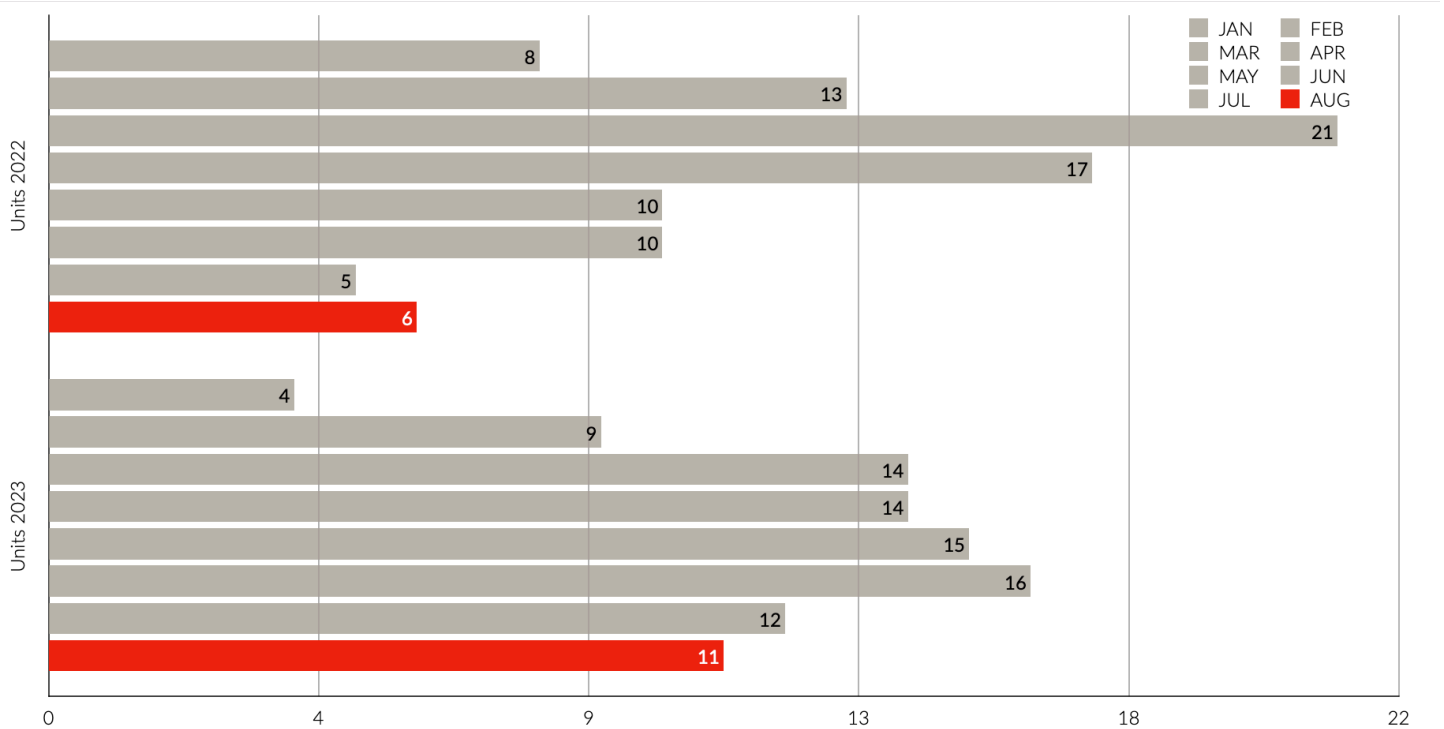


## Yearly Totals 2022 vs. 2023

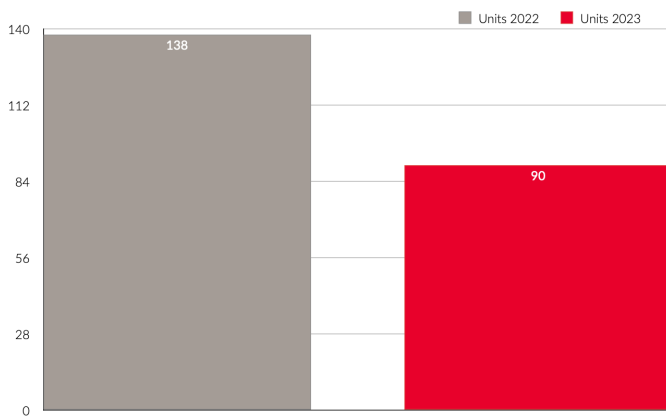


## Month vs. Month 2022 vs. 2023

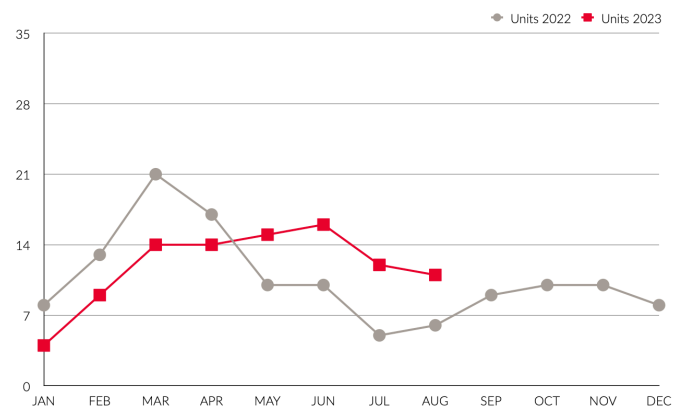
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

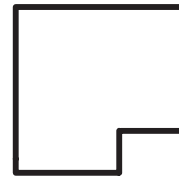
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

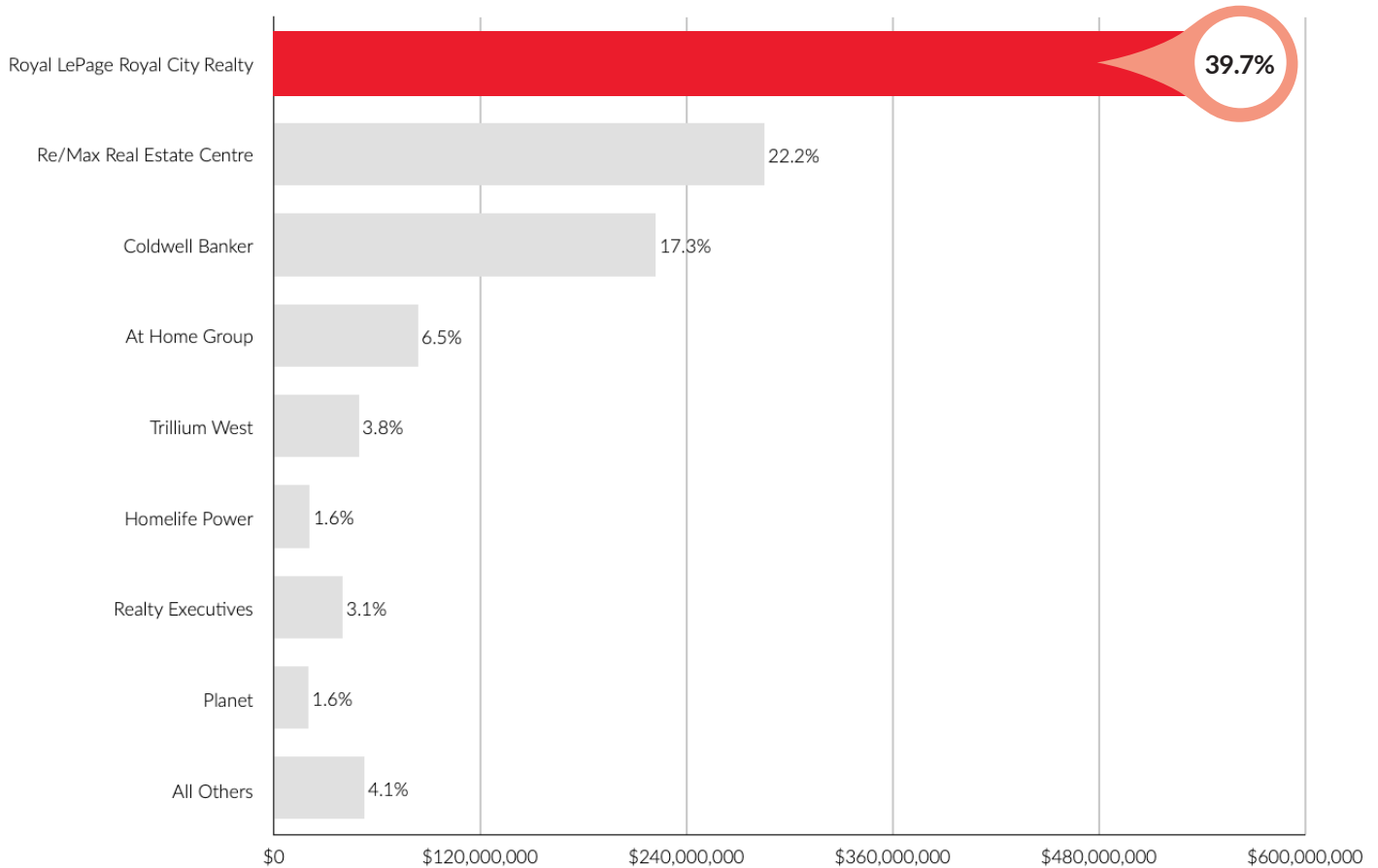
YTD Sales Volume	 <b>\$100,723,124</b> -14.87%	 <b>\$5,224,400</b> +67.3%	 <b>\$6,350,000</b> -68.73%
YTD Unit Sales	 <b>86</b> +1.18%	 <b>8</b> +100%	 <b>5</b> +25%
YTD Average Sale Price	 <b>\$1,717,199</b> -15.86%	 <b>\$653,050</b> -16.35%	 <b>\$1,270,000</b> -74.98%
August Sales Volume	 <b>\$10,662,300</b> +89.55%	 <b>\$640,000</b> -31.55%	 <b>\$0</b> No Change
August Unit Sales	 <b>12</b> +140%	 <b>1</b> No Change	 <b>0</b> No Change

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





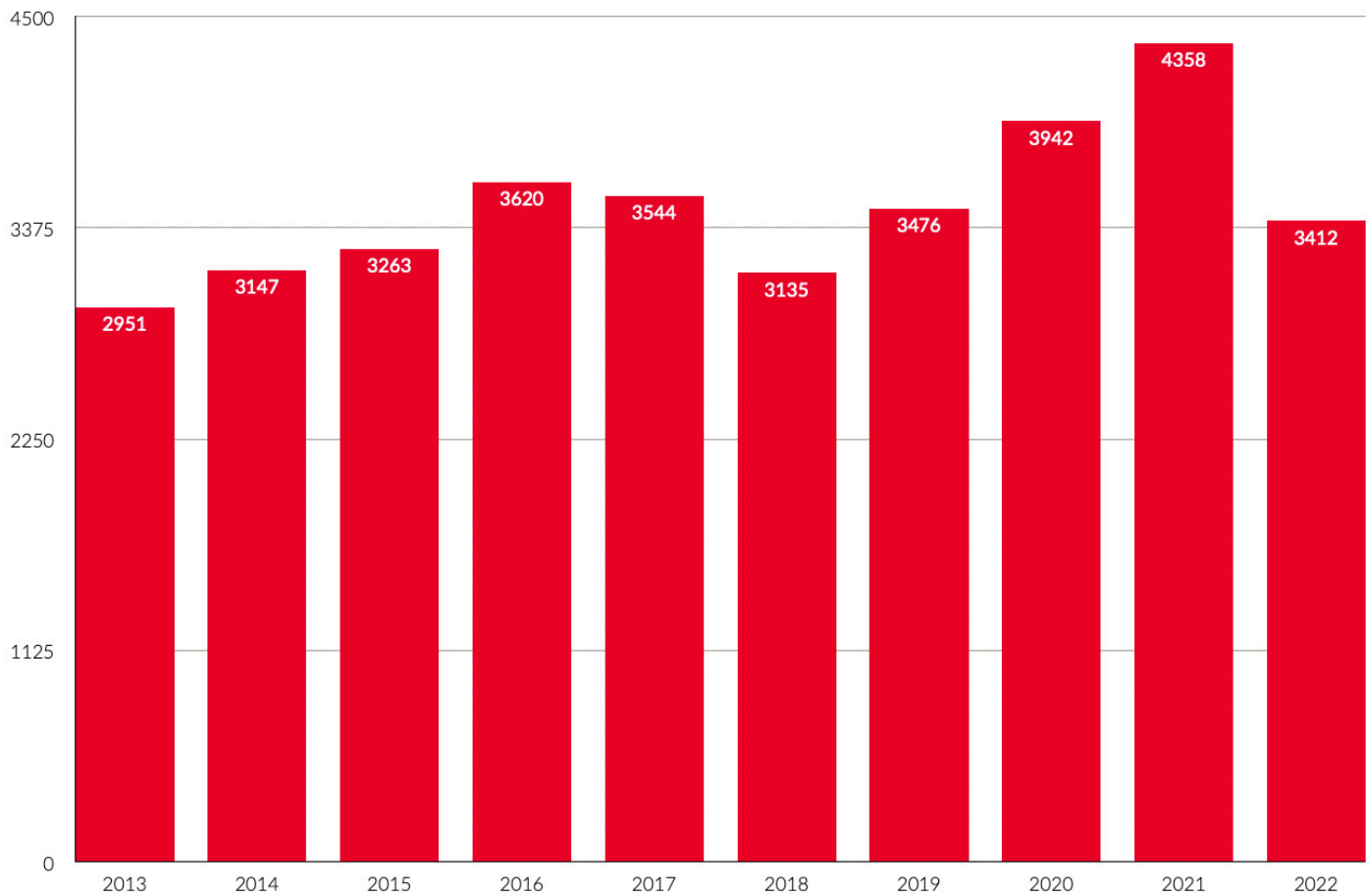
# MARKET DOMINANCE



**Market Share by Dollar Volume**  
 Listing Selling Ends Combined for Guelph Based Companies  
 August 2023



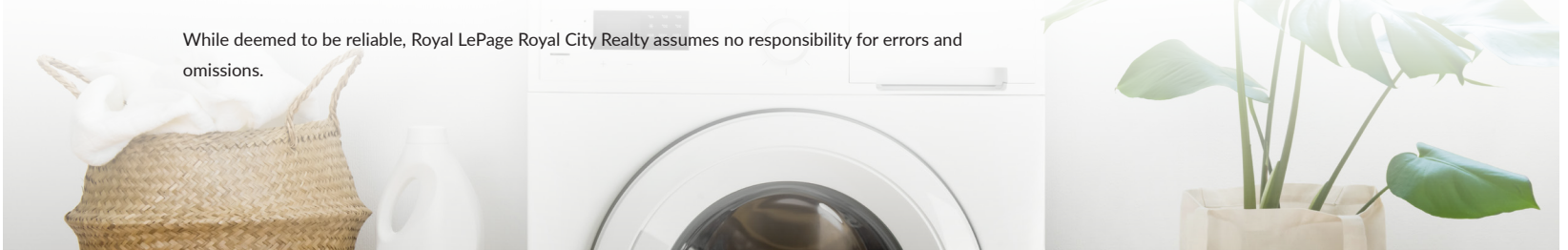
# 10 YEAR MARKET ANALYSIS



## 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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