



# 2023 SEPTEMBER

**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, despite a jump in inventory slowing down the market. Although unit sales and sales volume is down from last year, the median and average sale prices have risen compared to last September.



**September year-over-year sales volume of \$82,064,674**

Down 24.53% from 2022's \$108,738,536 with unit sales of 100 down 28.57% from last September's 140. New listings of 308 are up 21.74% from a year ago, with the sales/listing ratio of 32.47% down 22.87%.



**Year-to-date sales volume of \$1,103,263,569**

Down 23.67% from 2022's \$1,445,366,131 with unit sales of 1,357 down 15.4% from 2022's 1,604. New listings of 2,186 are down 22.59% from a year ago, with the sales/listing ratio of 62.08% up 5.28%.



**Year-to-date average sale price of \$804,381**

Down from \$881,996 one year ago with median sale price of \$772,500 down from \$849,900 one year ago. Average days-on-market of 19 is up 3.78 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$772,500**  
+3.97%

Average Sale Price

**\$820,647**  
+5.66%

Sales Volume

**\$82,064,674**  
-24.53%

Unit Sales

**100**  
-28.57%

New Listings

**308**  
+21.74%

Expired Listings

**22**  
-8.33%

Unit Sales/Listings Ratio

**32.47%**  
-22.87%

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



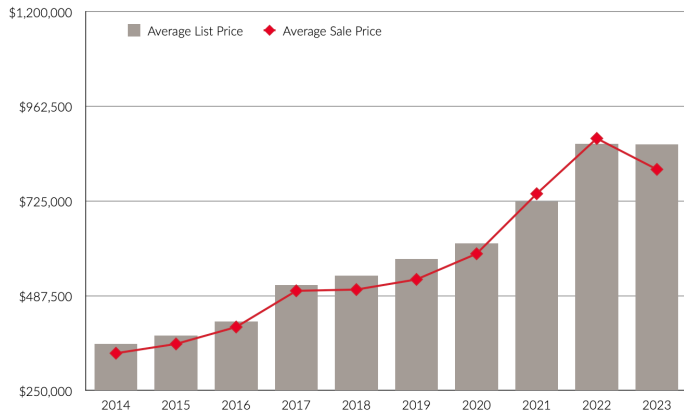


# THE MARKET IN DETAIL

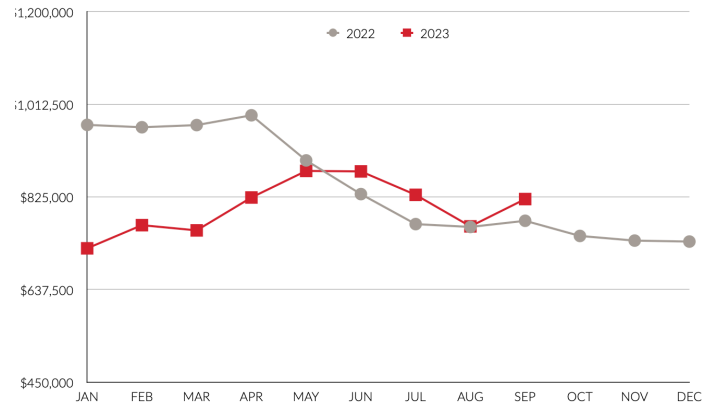
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$1,604,749,599	\$1,445,366,131	\$1,103,263,569	-23.67%
<b>YTD Unit Sales</b>	2,155	1,604	1,357	-15.4%
<b>YTD New Listings</b>	2,610	2,824	2,186	-22.59%
<b>YTD Sales/Listings Ratio</b>	82.57%	56.80%	62.08%	+9.29%
<b>YTD Expired Listings</b>	44	114	99	-13.16%
<b>Monthly Volume Sales</b>	\$144,509,210	\$108,738,536	\$82,064,674	-24.53%
<b>Monthly Unit Sales</b>	188	140	100	-28.57%
<b>Monthly New Listings</b>	218	253	308	+21.74%
<b>Monthly Sales/Listings Ratio</b>	86.24%	55.34%	32.47%	-41.33%
<b>Monthly Expired Listings</b>	6	24	22	-8.33%
<b>YTD Sales: \$0-\$199K</b>	1	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	17	8	2	-75%
<b>YTD Sales: \$350K-\$549K</b>	399	130	201	+54.62%
<b>YTD Sales: \$550K-\$749K</b>	831	396	390	-1.52%
<b>YTD Sales: \$750K-\$999K</b>	655	617	520	-15.72%
<b>YTD Sales: \$1M+</b>	251	453	244	-46.14%
<b>YTD Average Days-On-Market</b>	10.67	15.22	19.00	+24.82%
<b>YTD Average Sale Price</b>	\$743,306	\$881,996	\$804,381	-8.8%

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

# AVERAGE SALE PRICE

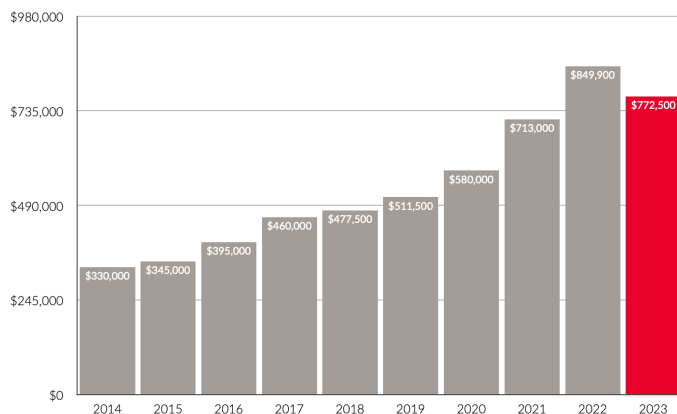


Year-Over-Year

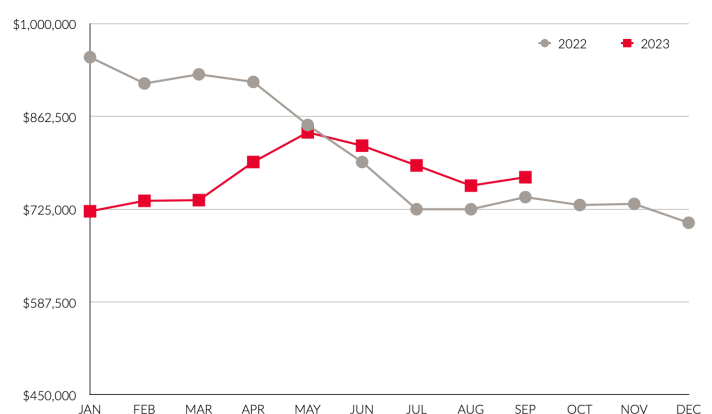


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



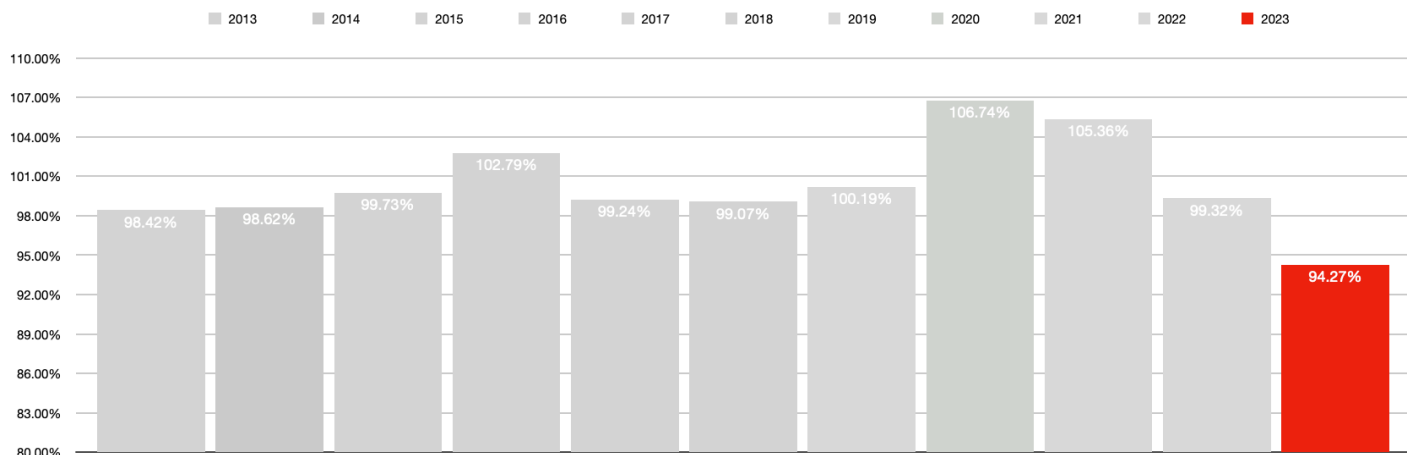
Year-Over-Year



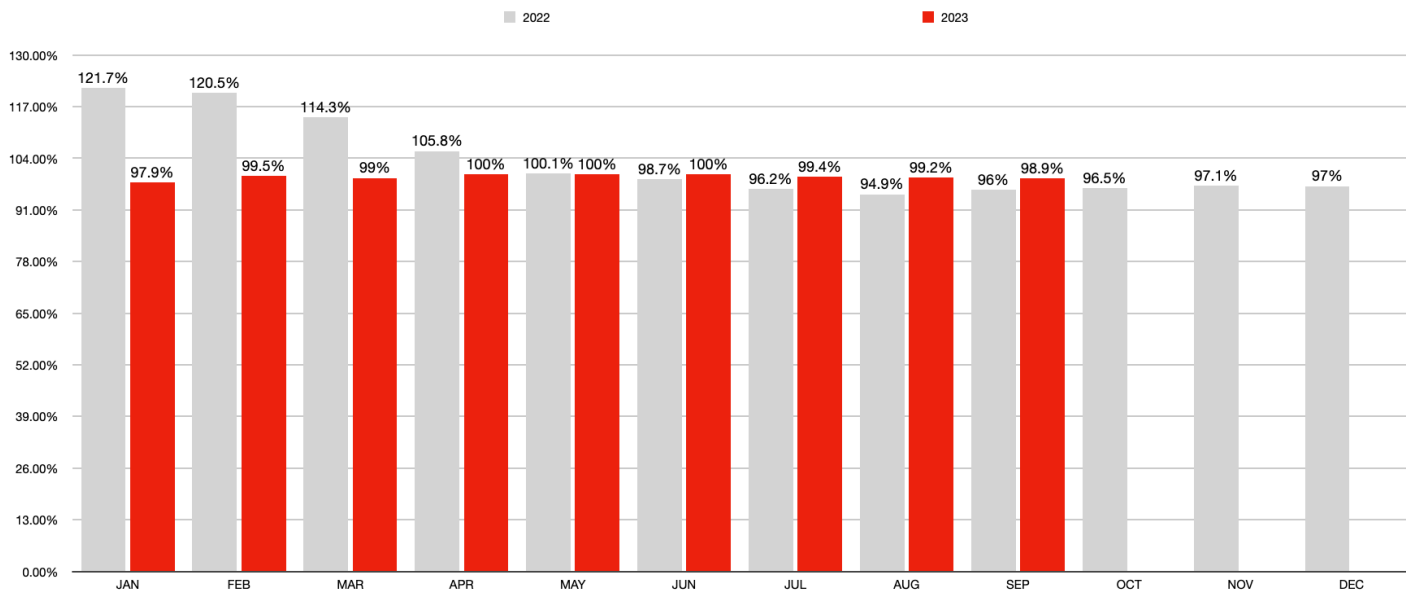
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

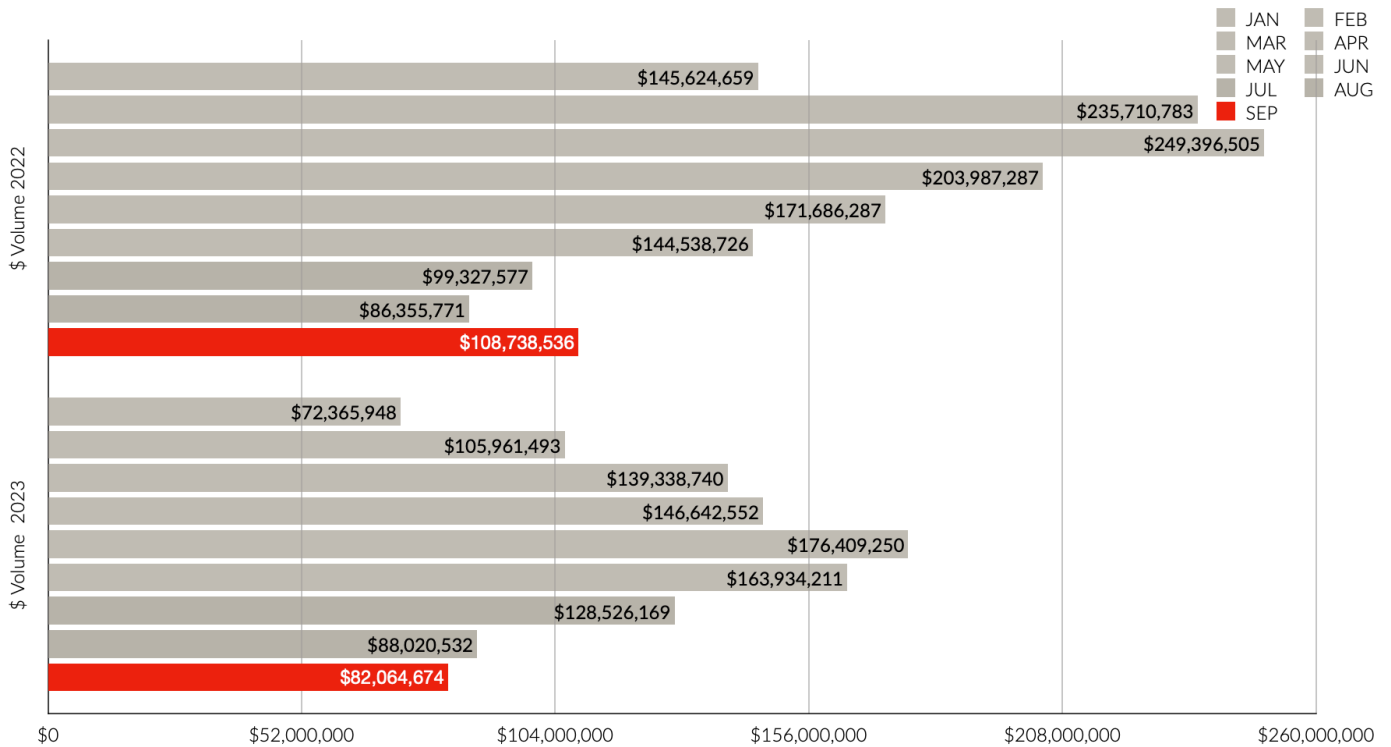


## Year-Over-Year



## Month-Over-Month 2022 vs. 2023

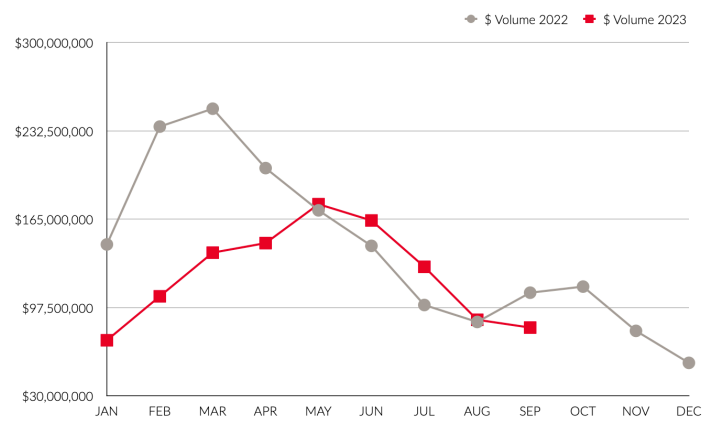
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

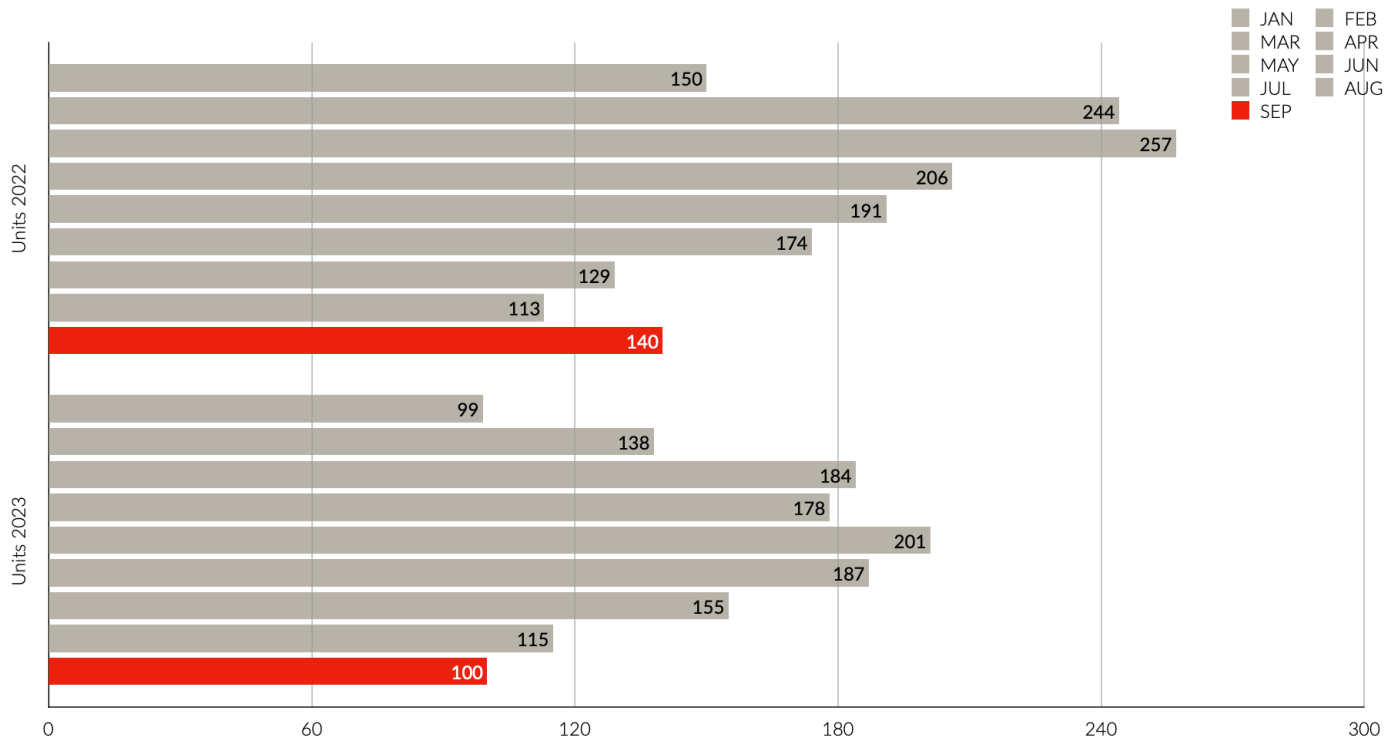


Yearly Totals 2022 vs. 2023

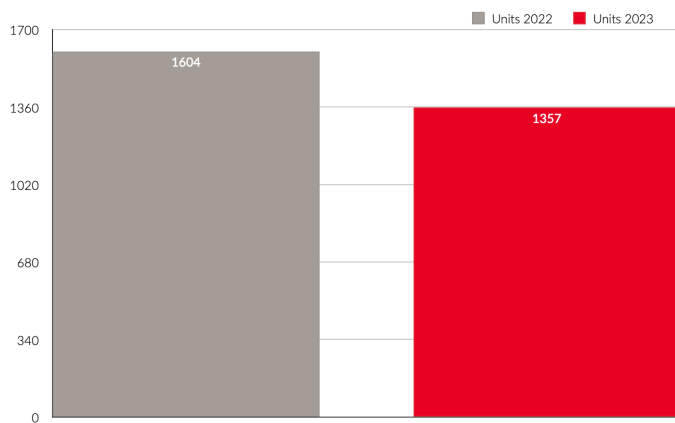


Month vs. Month 2022 vs. 2023

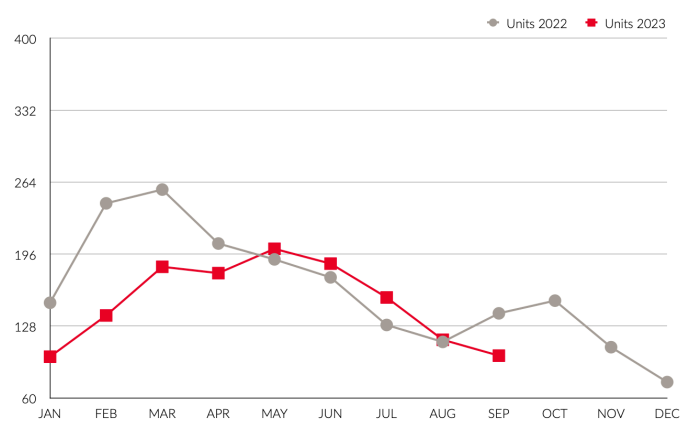
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

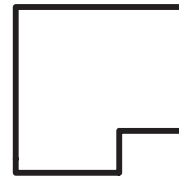
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

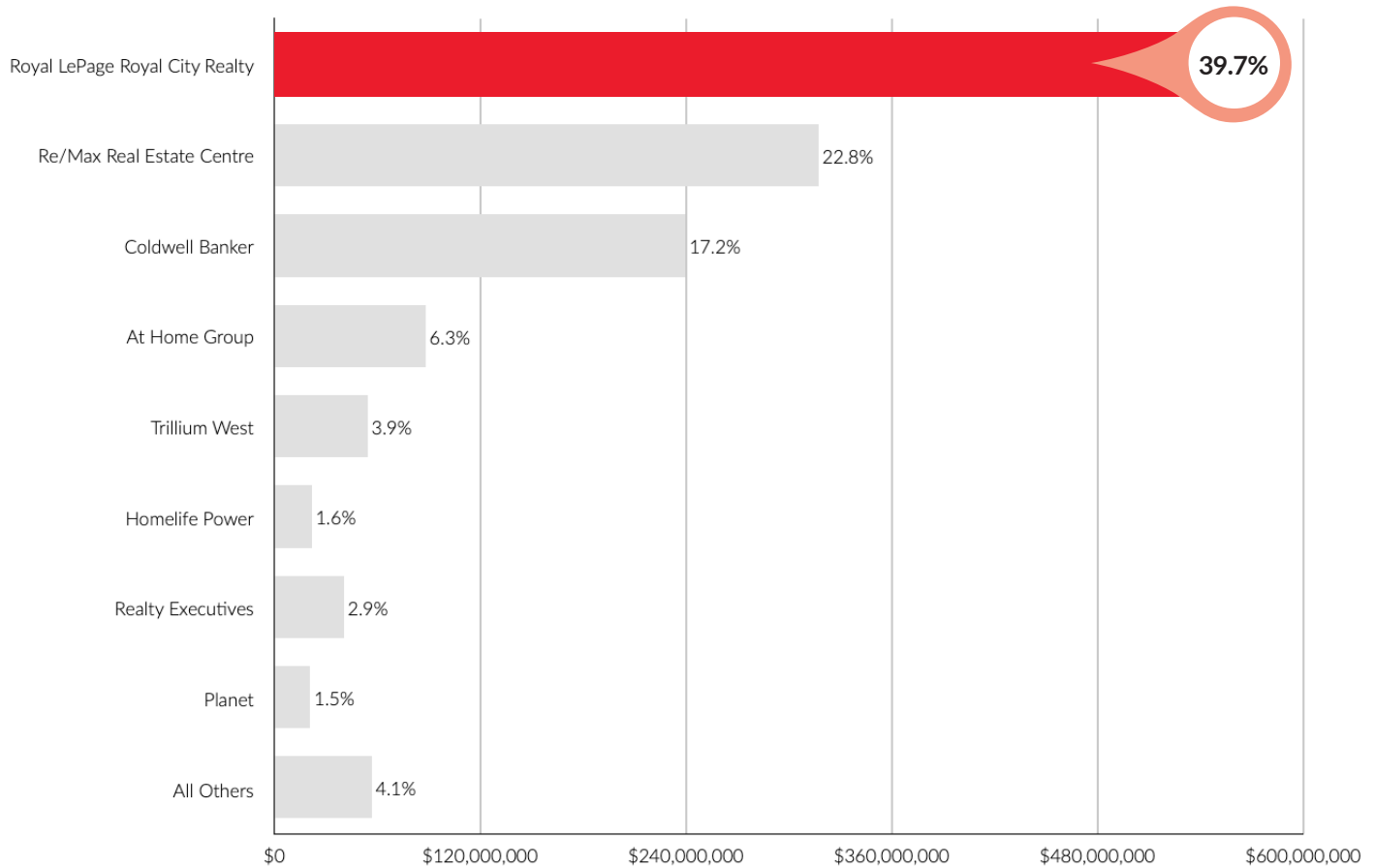
YTD Sales Volume	 \$787,384,605 -25.94%	 \$297,677,064 -16.83%	 \$7,376,000 +1,656.19%
YTD Unit Sales	 854 -18.36%	 482 -9.06%	 10 +900%
YTD Average Sale Price	 \$921,996 -9.29%	 \$617,587 -8.55%	 \$737,600.00 +75.62%
September Sales Volume	 \$62,156,386 -20.25%	 \$19,533,288 -32.99%	 \$0 No Change
September Unit Sales	 68 -24.44%	 31 -35.42%	 0 No Change

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





# MARKET DOMINANCE

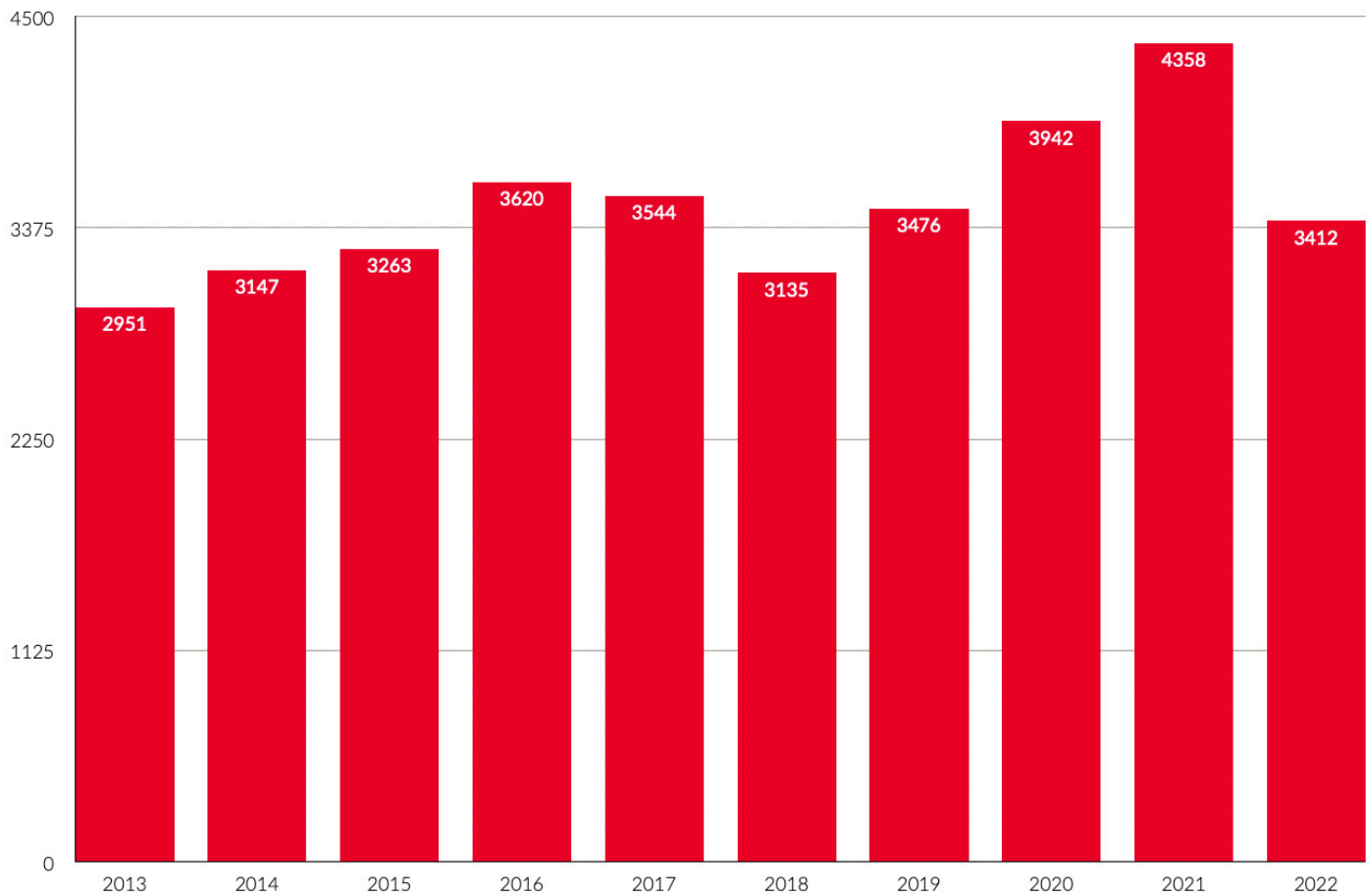


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
September 2023



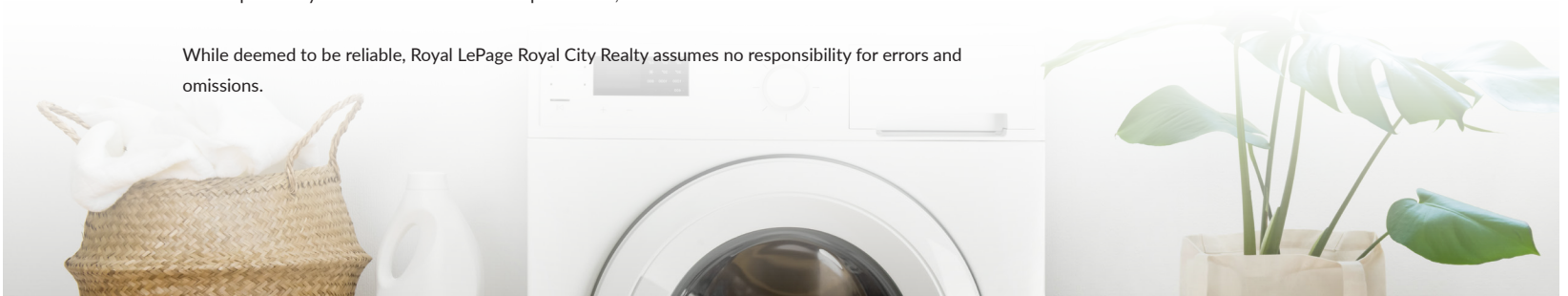
# 10 YEAR MARKET ANALYSIS



## 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 September, 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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