



2023 SEPTEMBER

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. 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.



September year-over-year sales volume of **\$14,512,499**

Up 19.56% from 2022's \$12,138,000 with unit sales of 14 up 55.56% from last September's 9. New listings of 36 are up 33.33% from 2022, with the sales/listing ratio of 38.89% up from 5.56% in 2022.



Year-to-date sales volume of **\$121,500,023**

Down 9.79% from 2022's \$134,688,424 with unit sales of 109 up 10.1% from the 99 last year. New listings of 218 are plus 2.35% from a year ago, with the sales/listing ratio of 50% up 3.52%.



Year-to-date average sale price of **\$1,103,550**

Down from \$1,344,695 one year ago with median sale price of \$1,015,000 down from \$1,200,000 one year ago. Average days-on-market of 29.89 is up 4.67 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,017,500
+1.75%

Average Sale Price

\$1,036,607
-23.14%

Sales Volume

\$14,512,499
+19.56%

Unit Sales

14
+55.56%

New Listings

36
+33.33%

Expired Listings

2
-33.33%

Unit Sales/Listings Ratio

38.89%
+5.56%

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

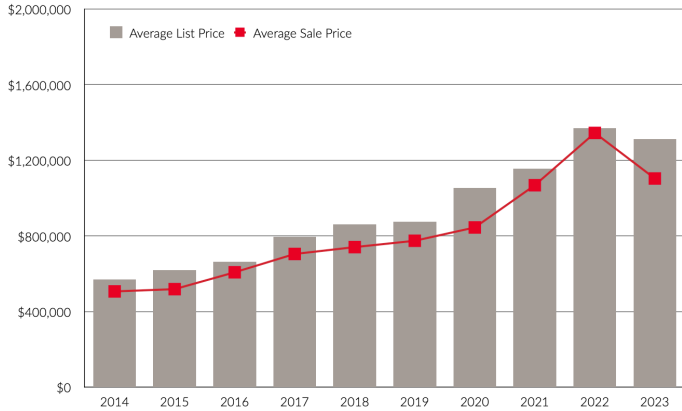


THE MARKET IN DETAIL

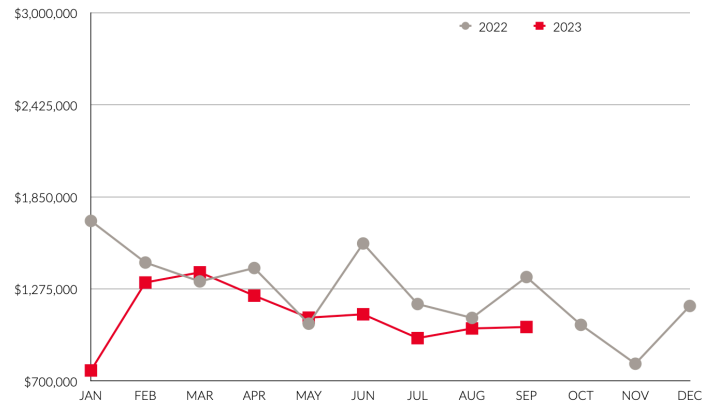
	2021	2022	2023	2022-2023
YTD Volume Sales	\$164,940,547	\$134,688,424	\$121,500,023	-9.79%
YTD Unit Sales	151	99	109	+10.1%
YTD New Listings	213	213	218	+2.35%
YTD Sales/Listings Ratio	70.89%	46.48%	50.00%	+7.58%
YTD Expired Listings	4	12	11	-8.33%
Monthly Volume Sales	\$13,610,501	\$12,138,000	\$14,512,499	+19.56%
Monthly Unit Sales	13	9	14	+55.56%
Monthly New Listings	24	27	36	+33.33%
Monthly Sales/Listings Ratio	54.17%	33.33%	38.89%	+16.67%
Monthly Expired Listings	2	3	2	-33.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	6	0	4	Up from 0
YTD Sales: \$550K-\$749K	18	4	10	+150%
YTD Sales: \$750K-\$999K	43	22	35	+59.09%
YTD Sales: \$1M+	84	73	60	-17.81%
YTD Average Days-On-Market	13.44	25.22	29.89	+18.5%
YTD Average Sale Price	\$1,068,061	\$1,344,695	\$1,103,550	-17.93%
YTD Median Sale Price	\$1,024,500	\$1,200,000	\$1,015,000	-15.42%

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

AVERAGE SALE PRICE

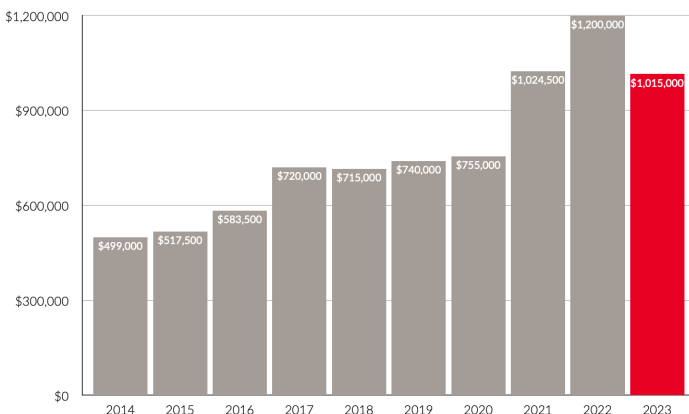


Year-Over-Year

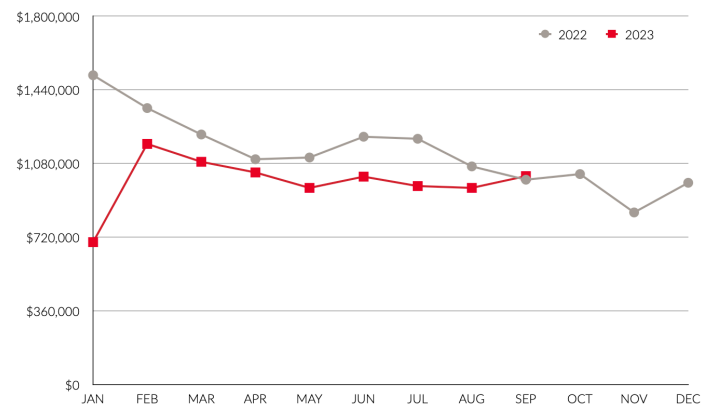


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



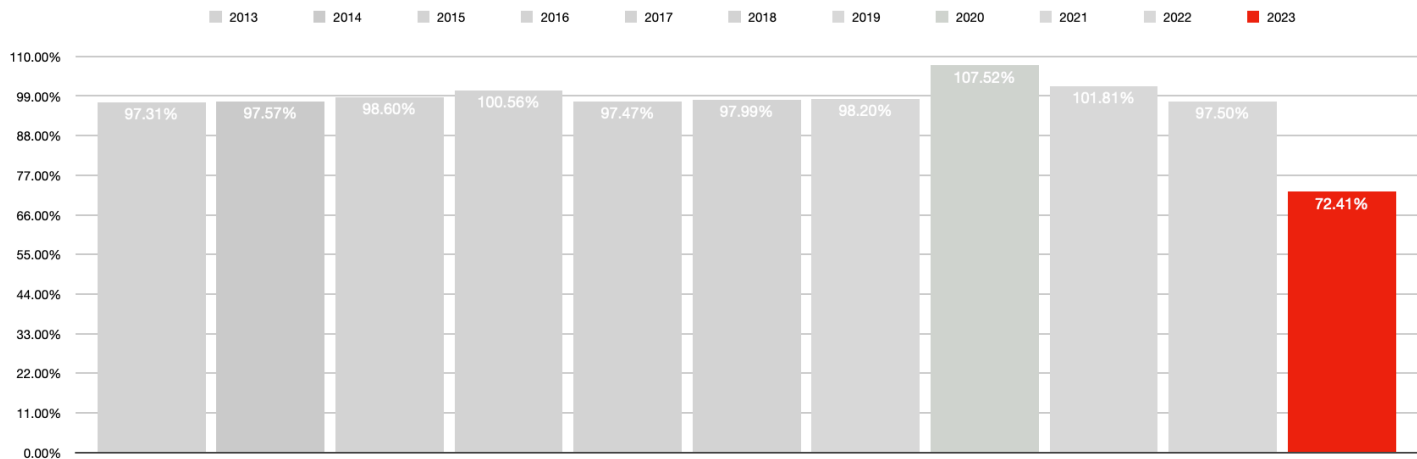
Year-Over-Year



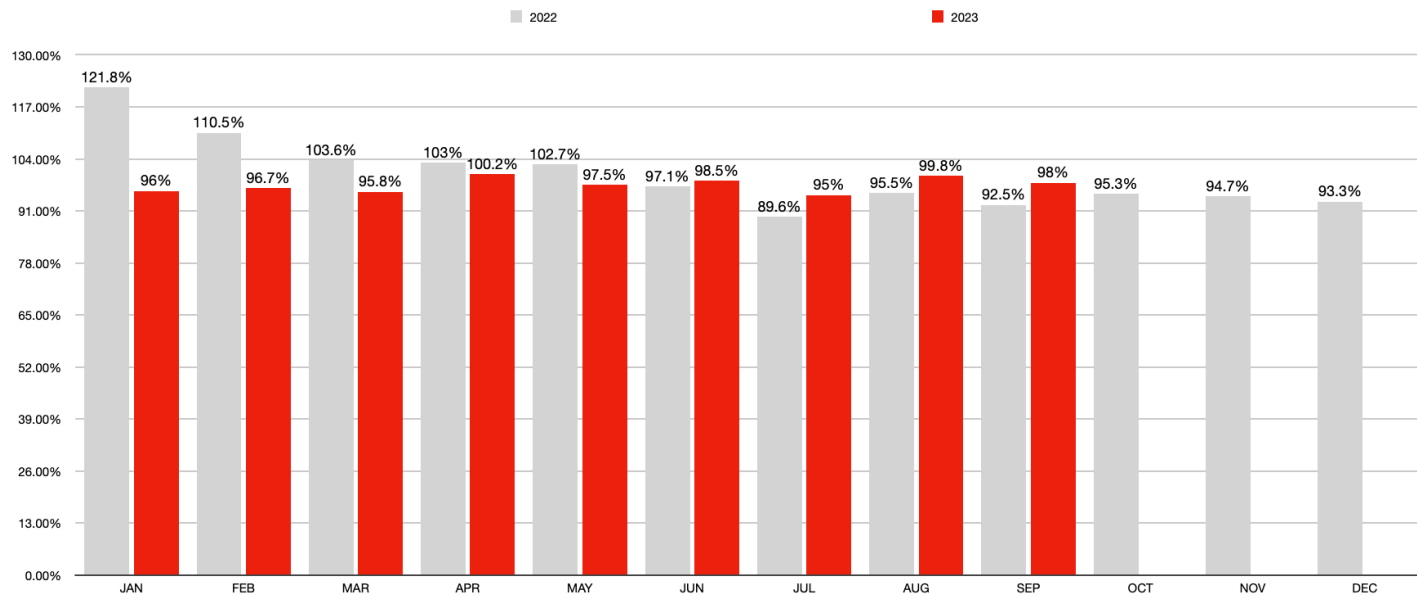
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

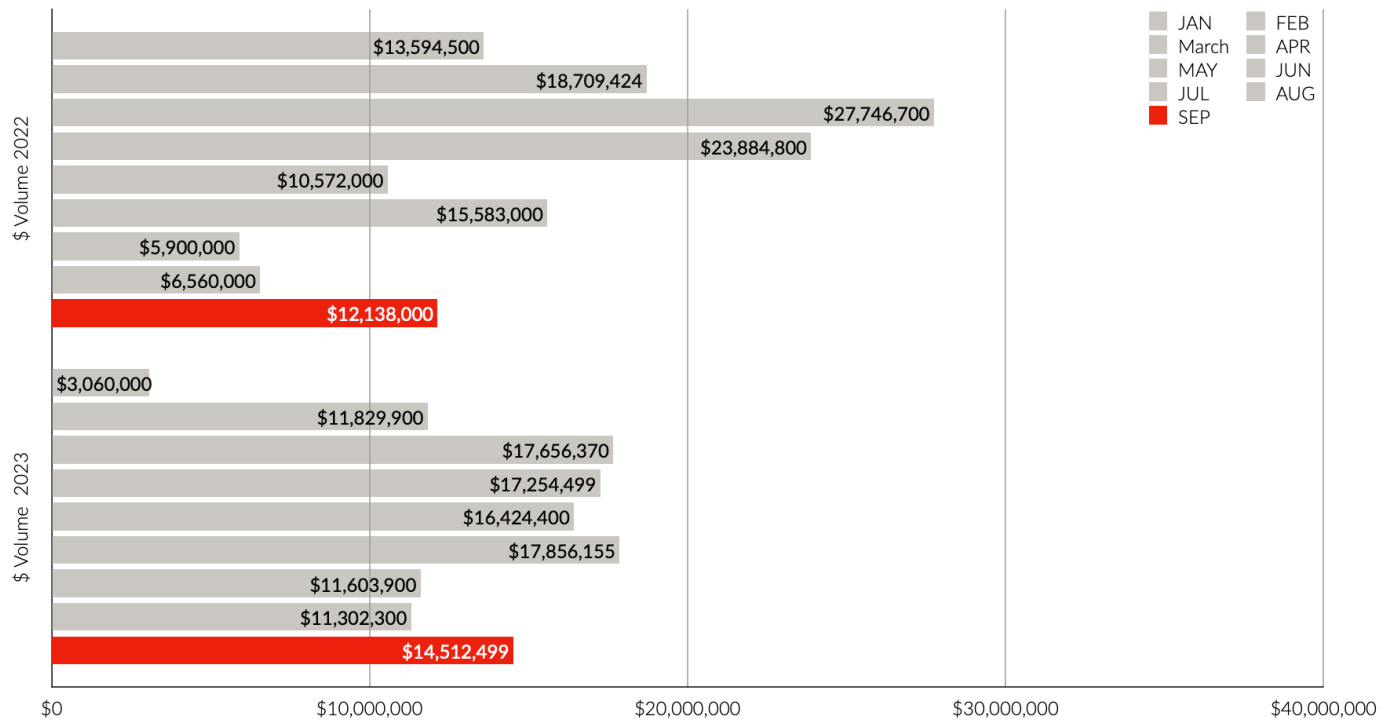


Year-Over-Year

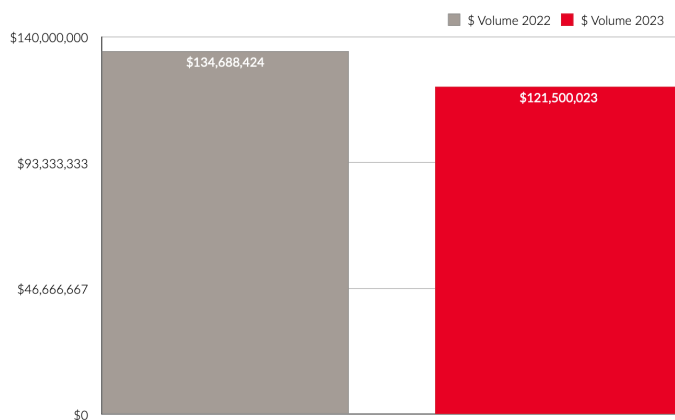


Month-Over-Month 2022 vs. 2023

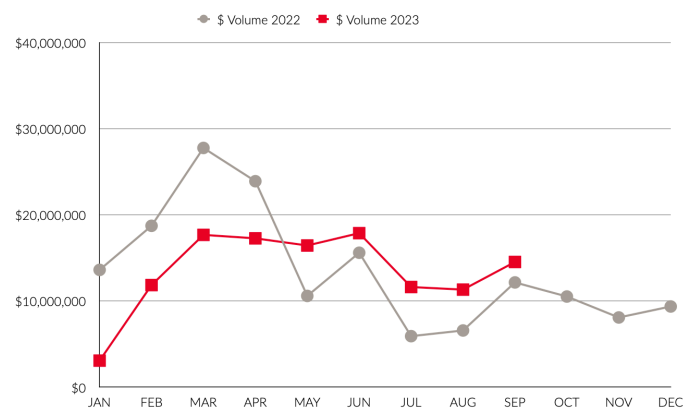
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

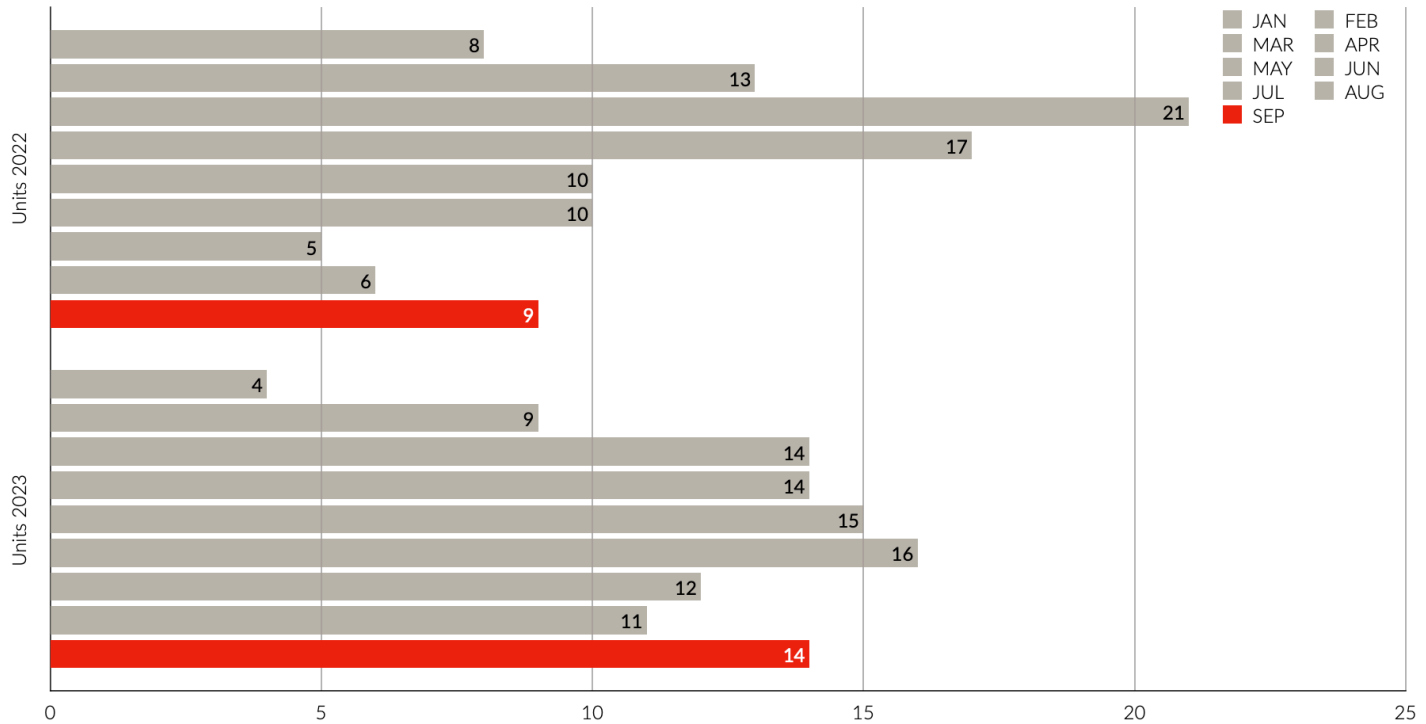


Yearly Totals 2022 vs. 2023

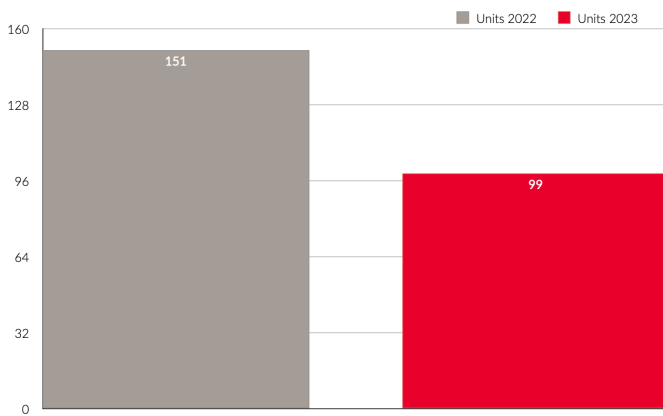


Month vs. Month 2022 vs. 2023

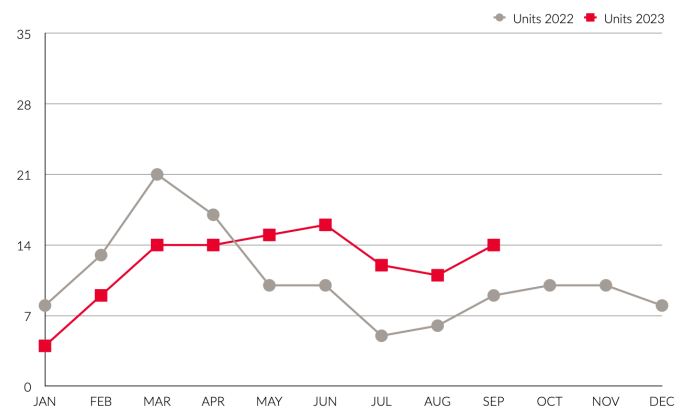
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

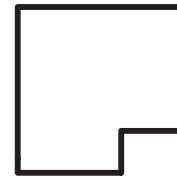
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



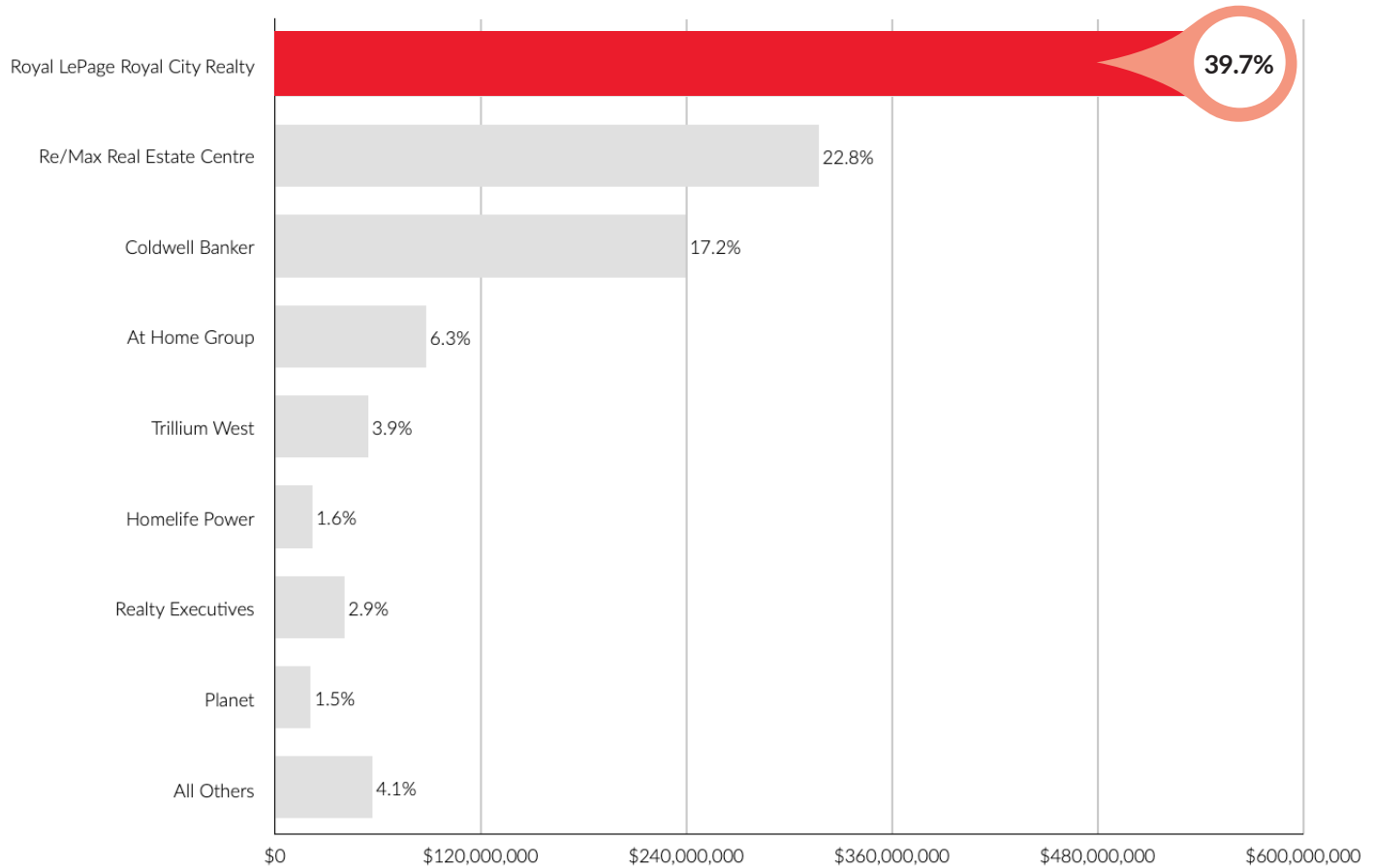
VACANT LAND

YTD Sales Volume	 \$114,645,623 -11.1%	 \$5,814,400 +26.05%	 \$6,350,000 -70.06%
YTD Unit Sales	 99 +7.61%	 9 +50%	 5 No Change
YTD Average Sale Price	 \$1,158,037 -17.39%	 \$646,044 -15.97%	 \$1,270,000 -70.06%
September Sales Volume	 \$13,922,499 +30.75%	 \$590,000 -60.4%	 \$0 Down from \$899,900
September Unit Sales	 13 +85.71%	 1 -50%	 0 Down from 1

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



MARKET DOMINANCE

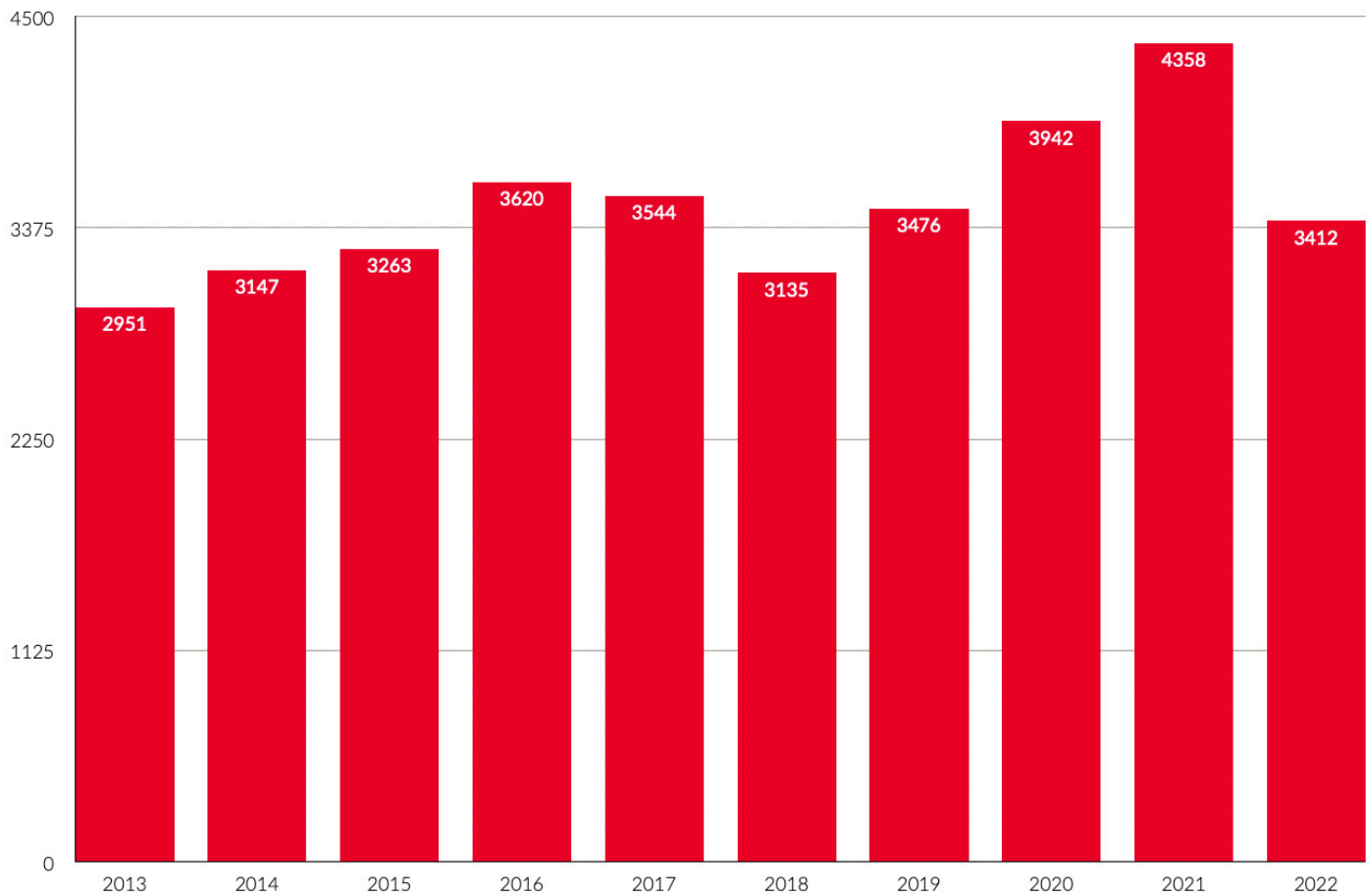


Market Share by Dollar Volume

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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