



2023 OCTOBER

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The City of Guelph real estate market swings backwards into a balanced market due to a drop in unit sales and sales volume, paired with an increase of inventory. Average and median sales prices remain higher than they were in October of 2022, showing the continued fortitude of this market.



October year-over-year sales volume of \$83,619,348

Down 26.26% from 2022's \$113,393,310 with unit sales of 108 down 28.95% from last October's 152. New listings of 263 are up 35.57% from a year ago, with the sales/listing ratio of 41.06% down 37.29%.



Year-to-date sales volume of \$1,186,882,917

Down 23.86% from 2022's \$1,558,759,441 with unit sales of 1,465 down 16.57% from 2022's 1,756. New listings of 2,449 are down 18.85% from a year ago, with the sales/listing ratio of 59.82% up 1.64%.



Year-to-date average sale price of \$802,212

Down from \$868,397 one year ago with median sale price of \$768,750 down from \$822,450 one year ago. Average days-on-market of 19.4 is up 2.9 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$765,000

+4.61%

Average Sale Price

\$782,683

+4.92%

Sales Volume

\$83,619,348

-26.26%

Unit Sales

108

-28.95%

New Listings

263

+35.57%

Expired Listings

24

+14.29%

Unit Sales/Listings Ratio

41.06%

-37.29%

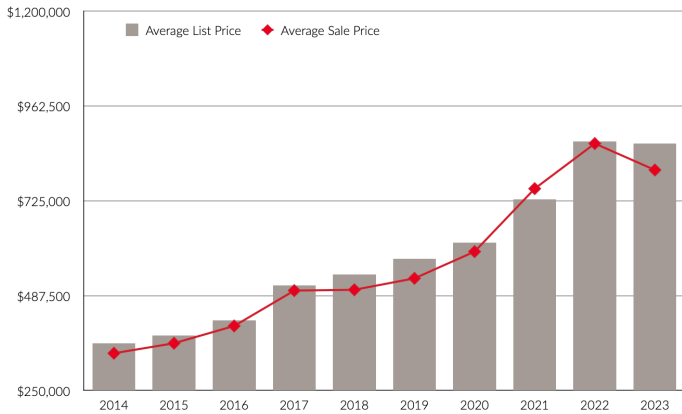
*Year-over-year comparison
(October 2023 vs. October 2022)*

THE MARKET IN DETAIL

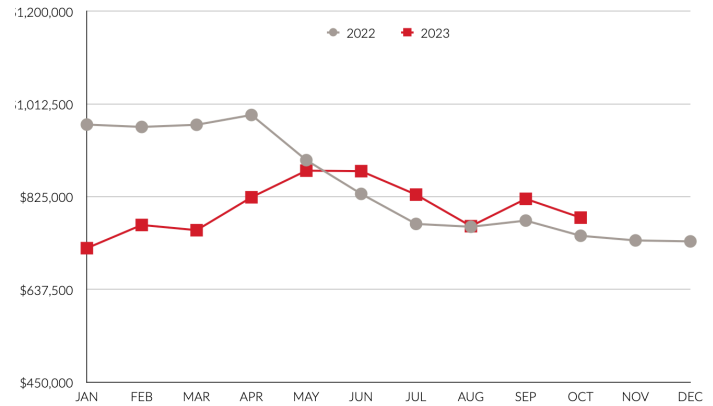
	2021	2022	2023	2022-2023
YTD Volume Sales	\$1,772,580,984	\$1,558,759,441	\$1,186,882,917	-23.86%
YTD Unit Sales	2,349	1,756	1,465	-16.57%
YTD New Listings	2,811	3,018	2,449	-18.85%
YTD Sales/Listings Ratio	83.56%	58.18%	59.82%	+1.64%
YTD Expired Listings	48	135	123	-8.89%
Monthly Volume Sales	\$167,831,385	\$113,393,310	\$83,619,348	-26.26%
Monthly Unit Sales	194	152	108	-28.95%
Monthly New Listings	201	194	263	+35.57%
Monthly Sales/Listings Ratio	96.52%	78.35%	41.06%	-37.29%
Monthly Expired Listings	4	21	24	+14.29%
YTD Sales: \$0-\$199K	1	0	1	
YTD Sales: \$200k-349K	17	12	2	-83.33%
YTD Sales: \$350K-\$549K	425	152	218	+43.42%
YTD Sales: \$550K-\$749K	873	450	421	-6.44%
YTD Sales: \$750K-\$999K	740	669	564	-15.7%
YTD Sales: \$1M+	292	472	259	-45.13%
YTD Average Days-On-Market	10.60	16.50	19.40	+17.58%
YTD Average Sale Price	\$755,486	\$868,397	\$802,212	-7.62%
YTD Median Sale Price	\$714,226	\$822,450	\$768,750	-6.53%

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

AVERAGE SALE PRICE

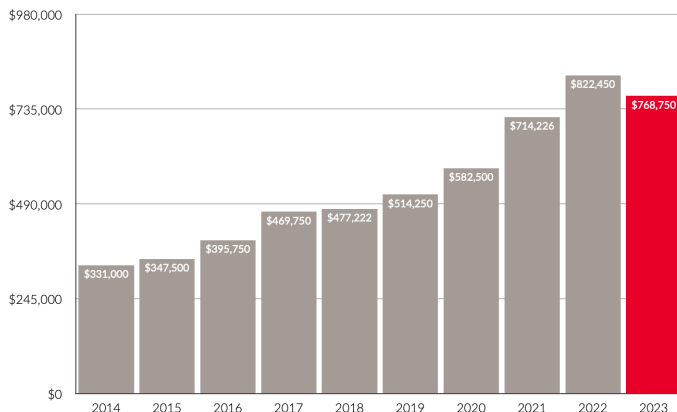


Year-Over-Year

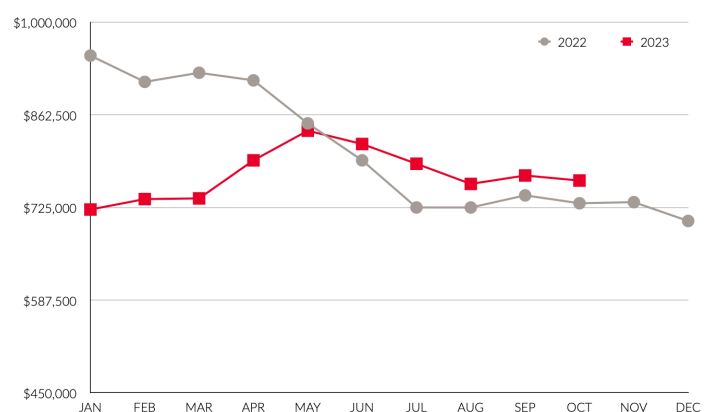


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



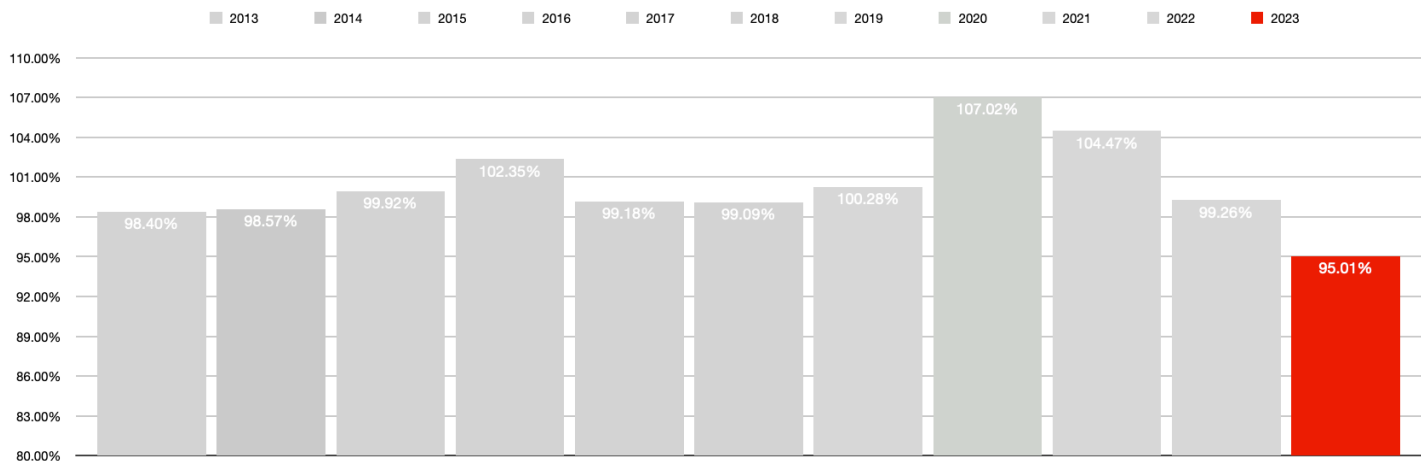
Year-Over-Year



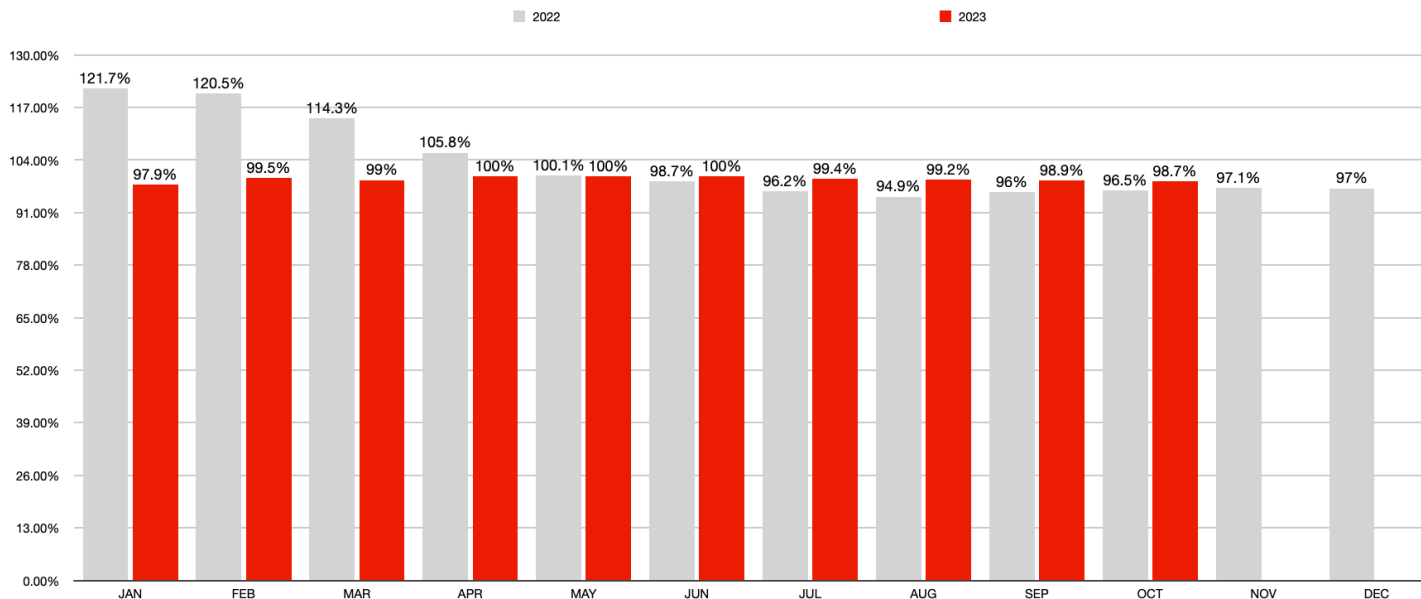
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

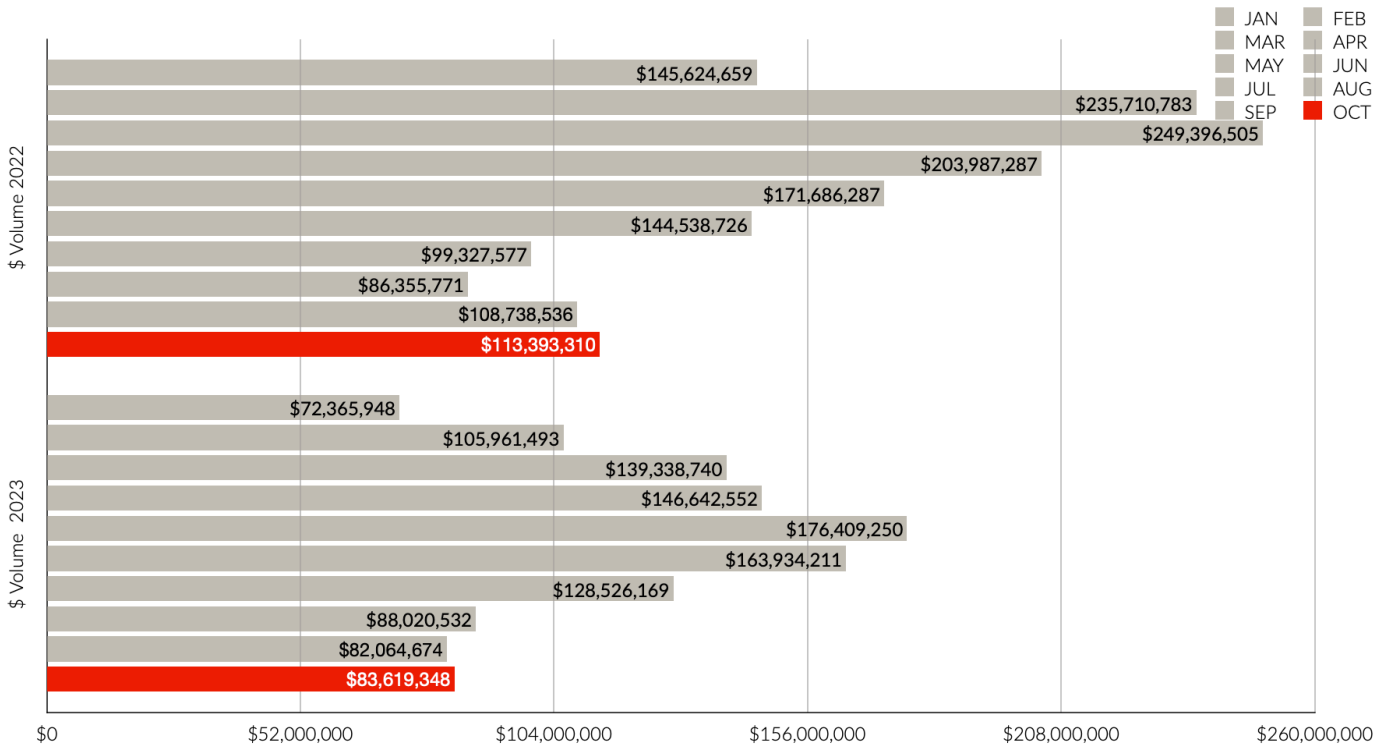


Year-Over-Year

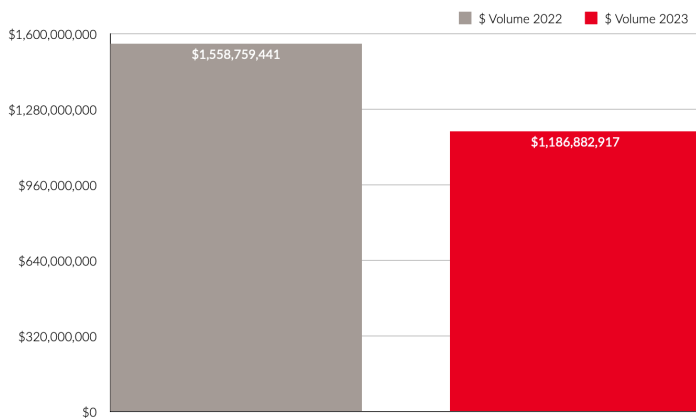


Month-Over-Month 2022 vs. 2023

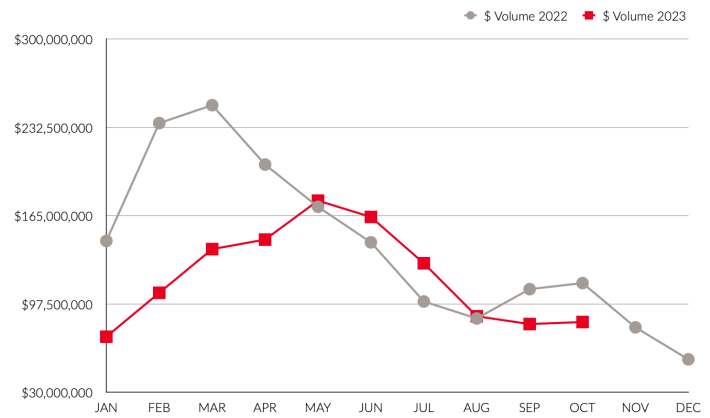
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

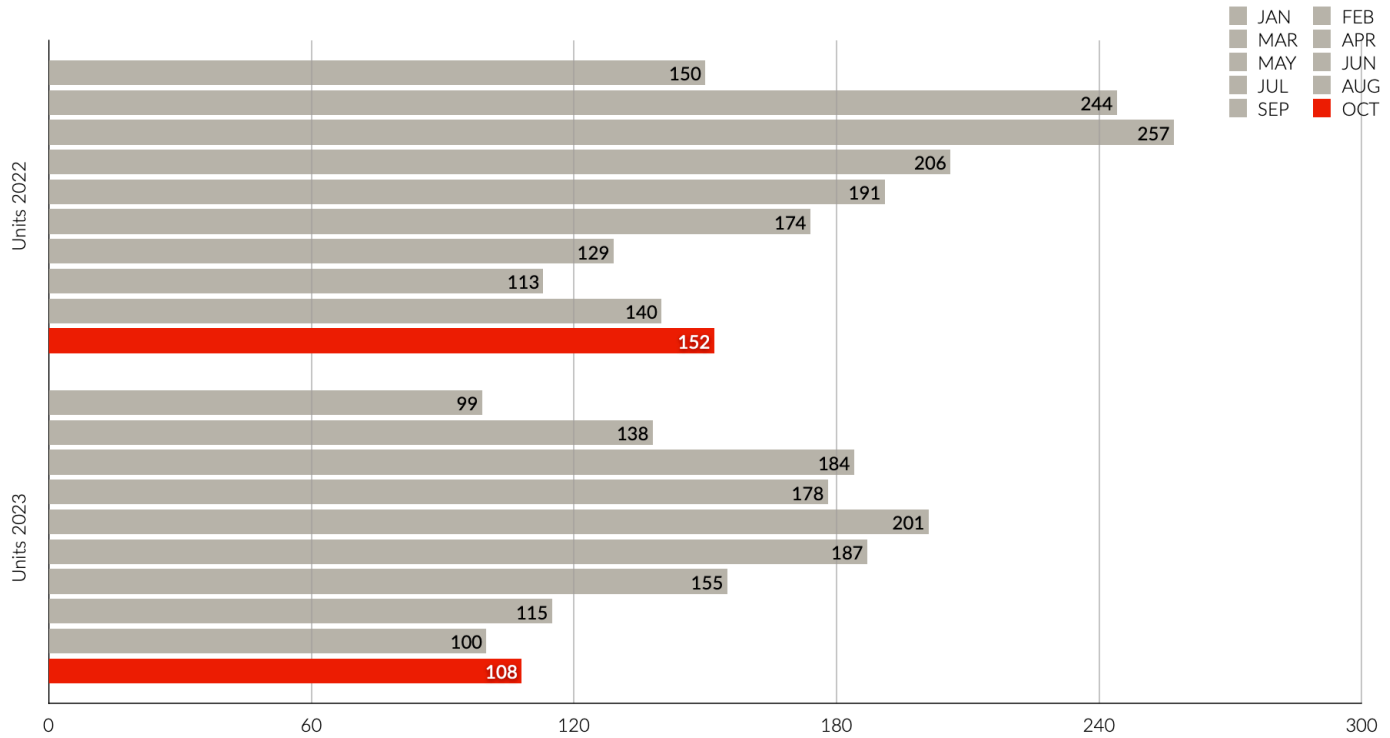


Yearly Totals 2022 vs. 2023

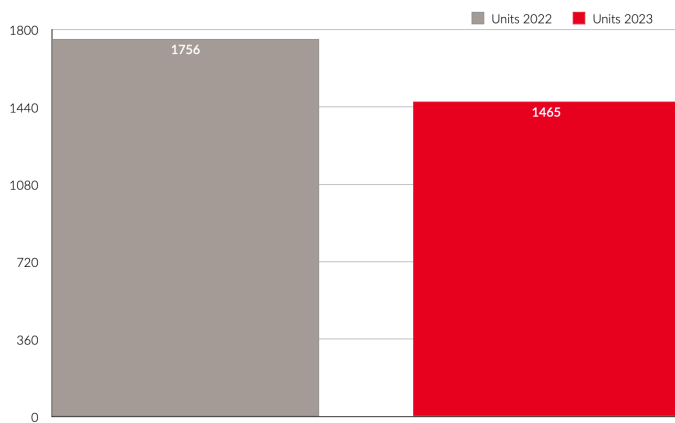


Month vs. Month 2022 vs. 2023

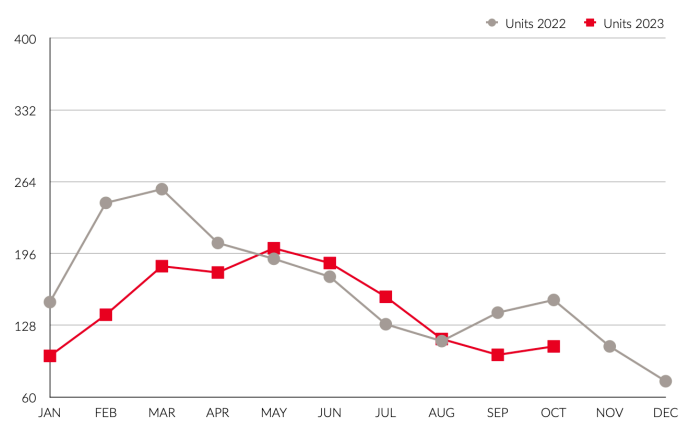
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

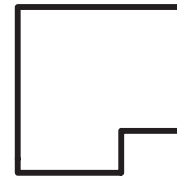
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



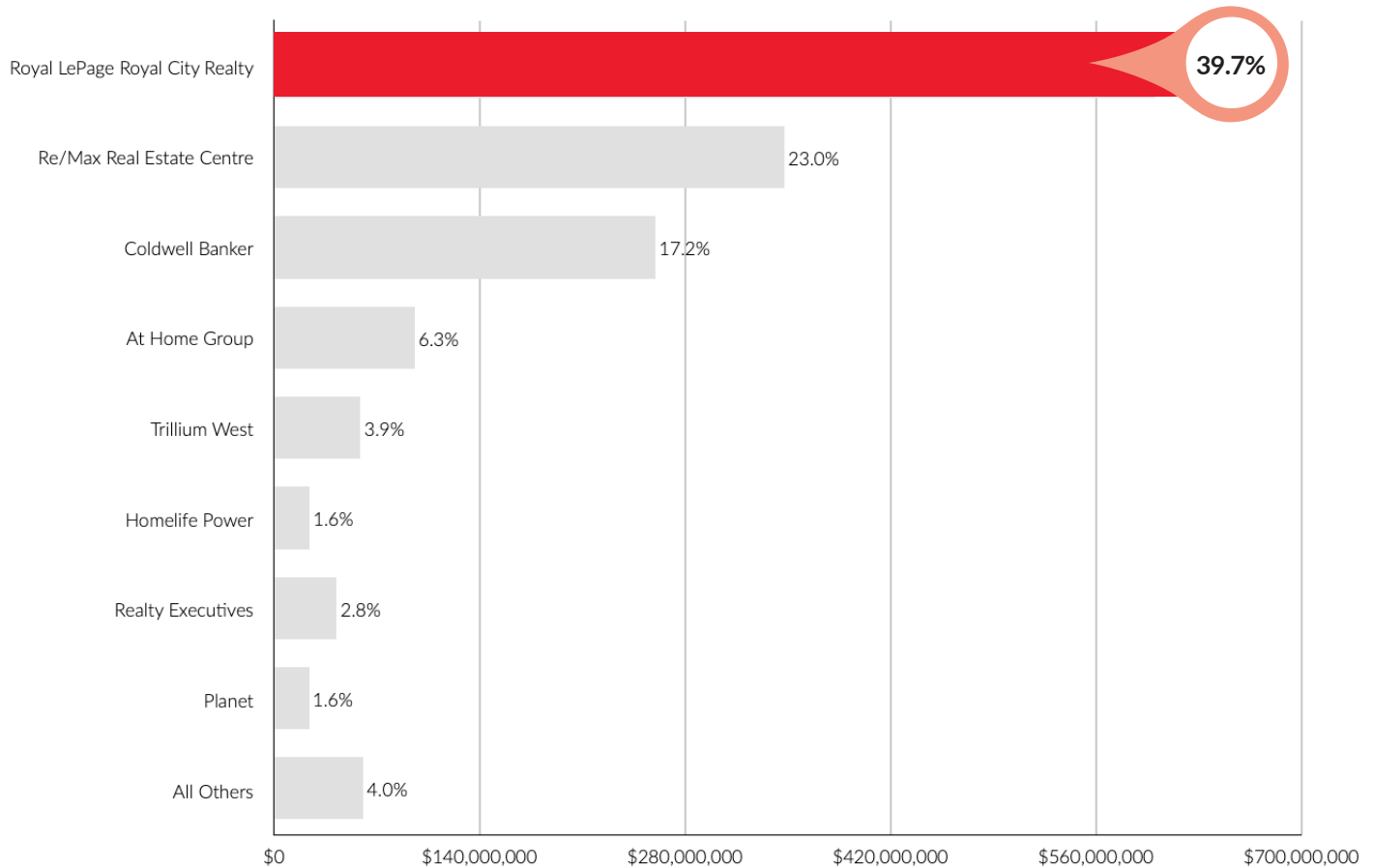
VACANT LAND

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$849,304,153 -25.6%	 \$319,376,864 -18.46%	 \$7,856,000 +1,770.48%
YTD Unit Sales	 927 -18.61%	 517 -11.93%	 11 +1,000%
YTD Average Sale Price	 \$916,186 -8.59%	 \$617,750 -7.42%	 \$714,181.82 +70.04%
October Sales Volume	 \$61,919,548 -21%	 \$21,699,800 -35.72%	 \$480,000 Up from \$0
October Unit Sales	 73 -21.51%	 35 -38.6%	 1 Up from 0

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



MARKET DOMINANCE

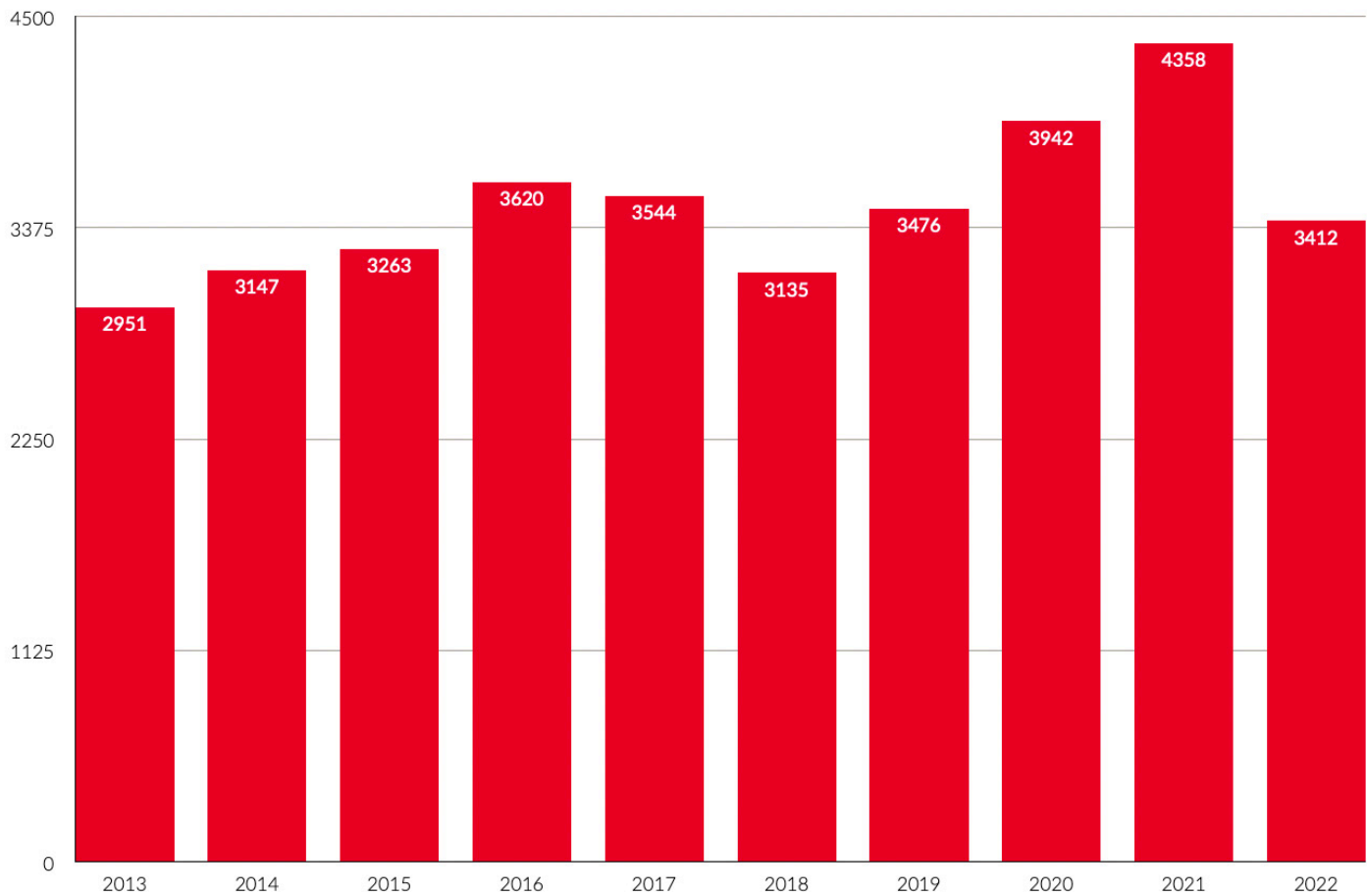


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 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 October. 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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