



2023 OCTOBER

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.



October year-over-year sales volume of \$10,531,400

Up 0.29% from 2022's \$10,500,500 with unit sales of 9 down 10% from last October's 10. New listings of 29 are up 31.82% from 2022, with the sales/listing ratio of 31.03% down 14.42% in 2022.



Year-to-date sales volume of \$132,031,423

Down 9.06% from 2022's \$145,188,924 with unit sales of 118 up 8.26% from the 109 last year. New listings of 247 are up 5.11% from a year ago, with the sales/listing ratio of 47.77% up 1.39%.



Year-to-date average sale price of \$1,110,210

Down from \$1,315,231 one year ago with median sale price of \$991,975 down from \$1,154,250 one year ago. Average days-on-market of 30.5 is up 5.2 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$929,900

+9.5%

Average Sale Price

\$1,170,156

+11.44%

Sales Volume

\$10,531,400

+0.29%

Unit Sales

9

-10%

New Listings

29

+31.82%

Expired Listings

5

+150%

Unit Sales/Listings Ratio

31.03%

-14.42%

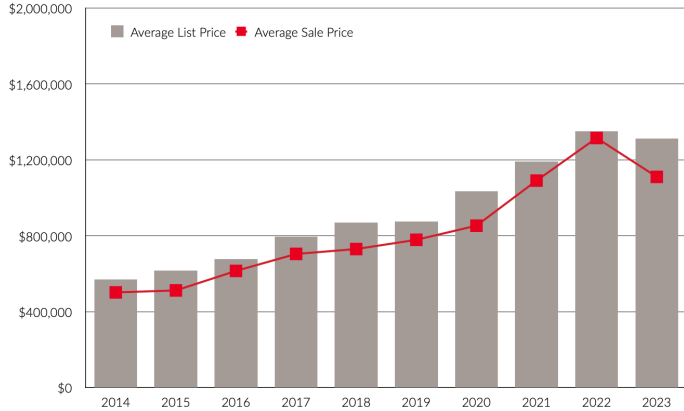
*Year-over-year comparison
(October 2023 vs. October 2022)*

THE MARKET IN DETAIL

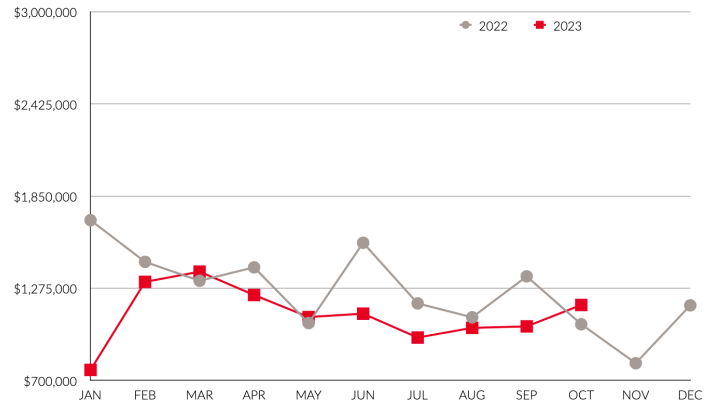
| | 2021 | 2022 | 2023 | 2022-2023 |
|------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$197,295,447 | \$145,188,924 | \$132,031,423 | -9.06% |
| YTD Unit Sales | 176 | 109 | 118 | +8.26% |
| YTD New Listings | 231 | 235 | 247 | +5.11% |
| YTD Sales/Listings Ratio | 76.19% | 46.38% | 47.77% | +1.39% |
| YTD Expired Listings | 4 | 14 | 16 | +14.29% |
| Monthly Volume Sales | \$32,354,900 | \$10,500,500 | \$10,531,400 | +0.29% |
| Monthly Unit Sales | 25 | 10 | 9 | -10% |
| Monthly New Listings | 18 | 22 | 29 | +31.82% |
| Monthly Sales/Listings Ratio | 138.89% | 45.45% | 31.03% | -14.42% |
| Monthly Expired Listings | 0 | 2 | 5 | +150% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | No Change |
| YTD Sales: \$200k-349K | 0 | 0 | 0 | No Change |
| YTD Sales: \$350K-\$549K | 6 | 0 | 5 | Up from 0 |
| YTD Sales: \$550K-\$749K | 20 | 4 | 11 | +175% |
| YTD Sales: \$750K-\$999K | 49 | 27 | 40 | +48.15% |
| YTD Sales: \$1M+ | 101 | 78 | 62 | -20.51% |
| YTD Average Days-On-Market | 14.10 | 25.30 | 30.50 | +20.55% |
| YTD Average Sale Price | \$1,090,675 | \$1,315,231 | \$1,110,210 | -15.59% |
| YTD Median Sale Price | \$1,062,250 | \$1,154,250 | \$991,975 | -14.06% |

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

AVERAGE SALE PRICE

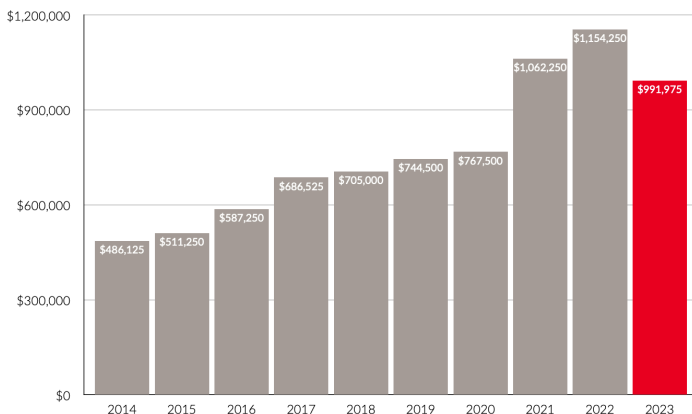


Year-Over-Year

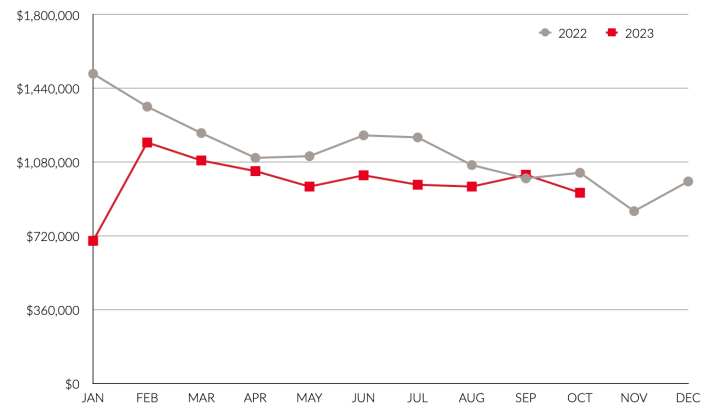


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



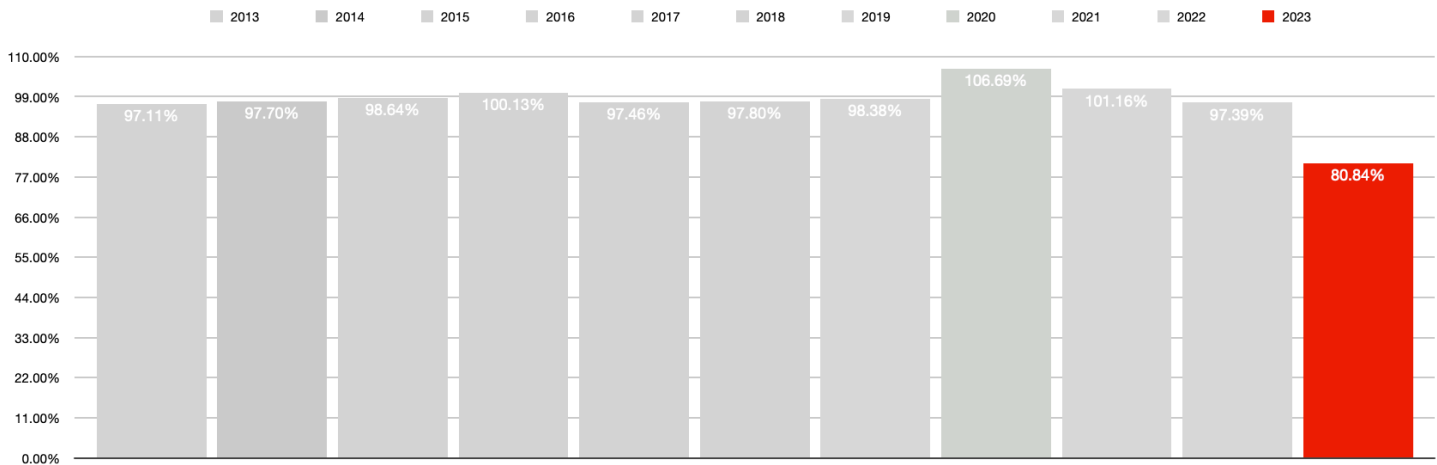
Year-Over-Year



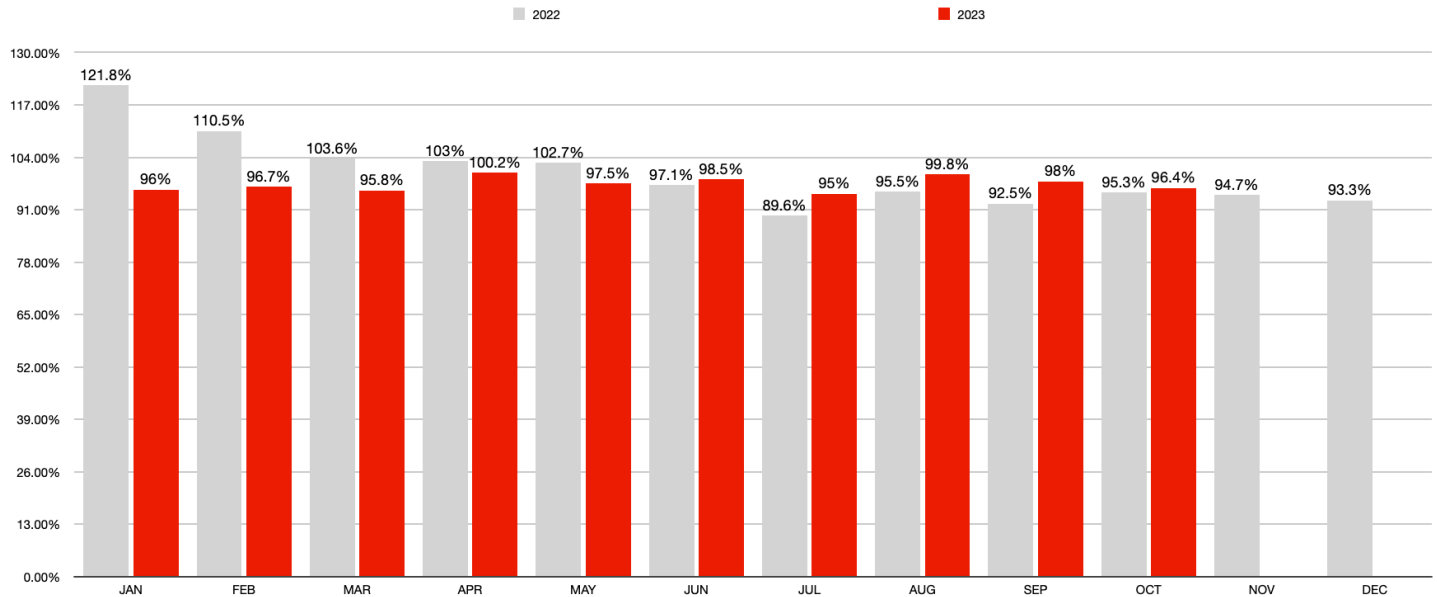
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

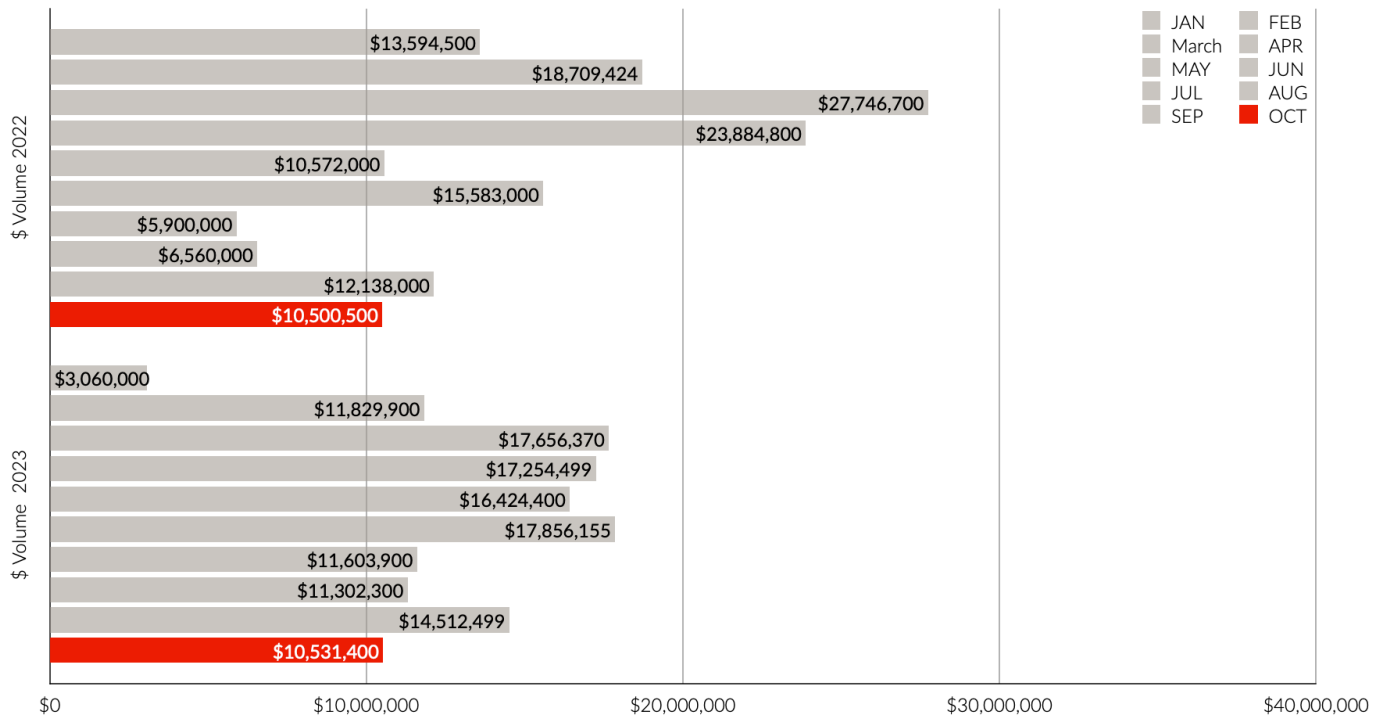


Year-Over-Year

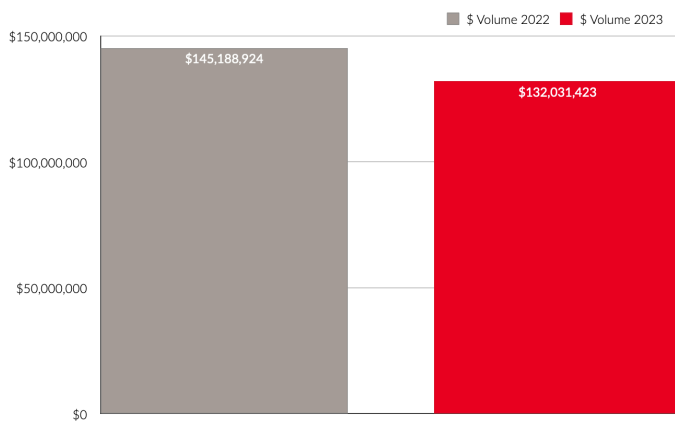


Month-Over-Month 2022 vs. 2023

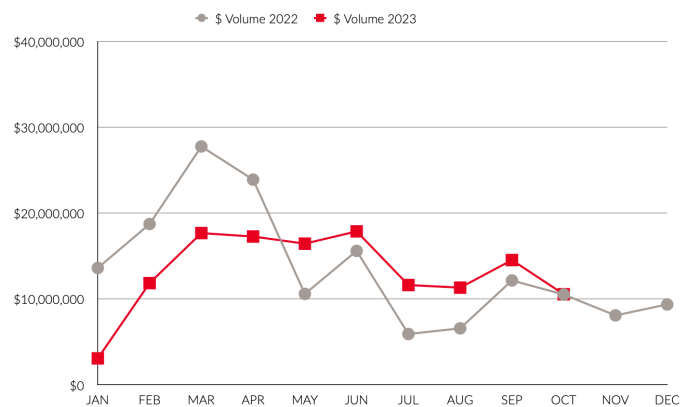
DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

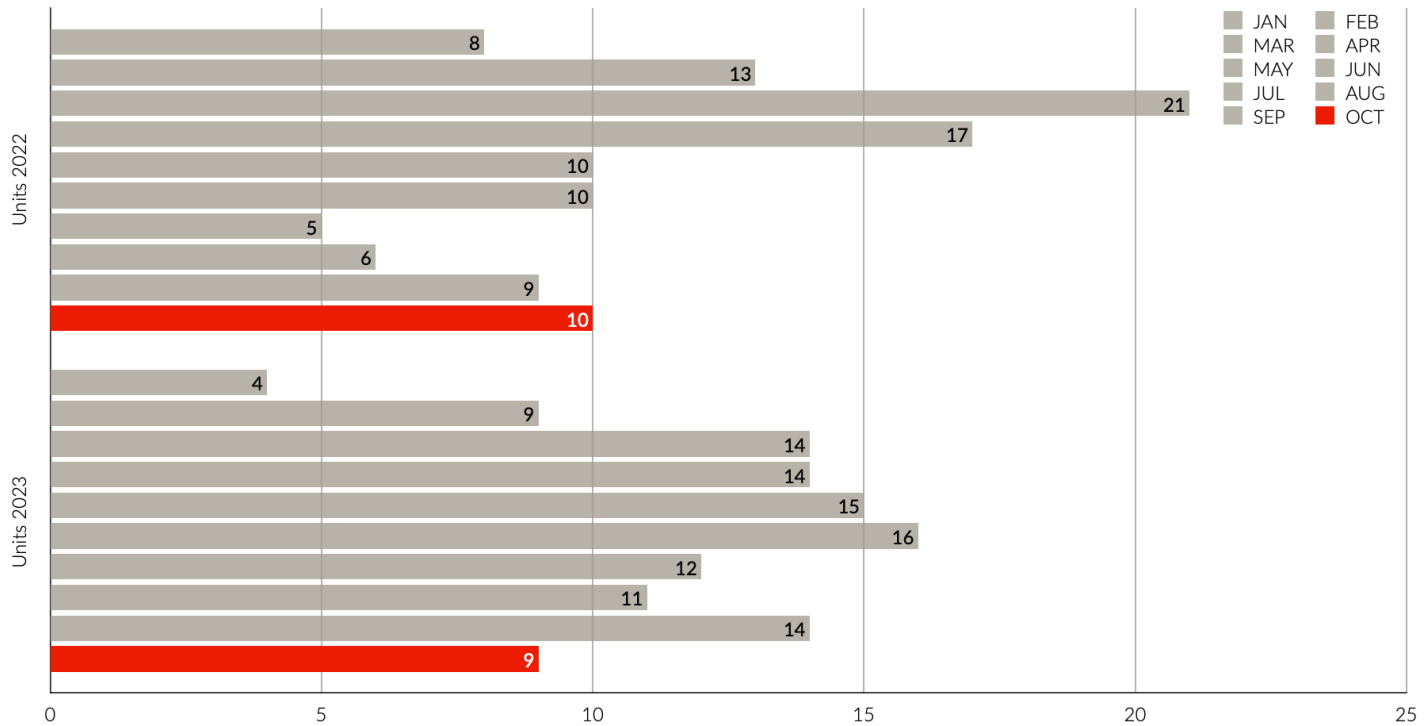


Yearly Totals 2022 vs. 2023

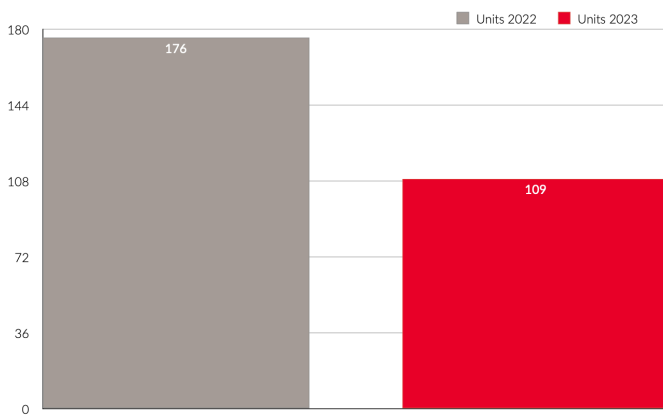


Month vs. Month 2022 vs. 2023

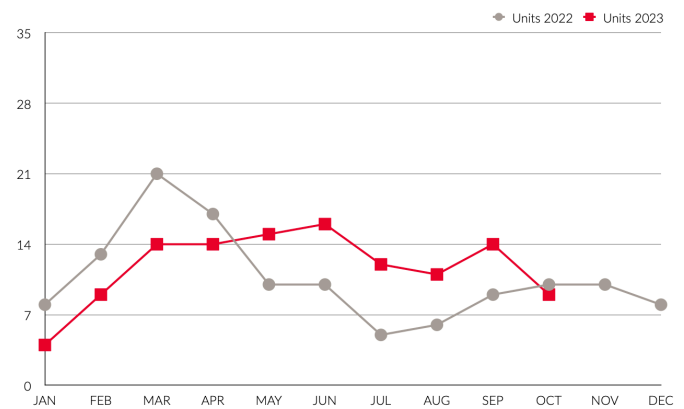
UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

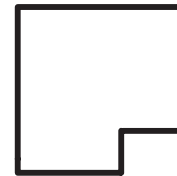
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



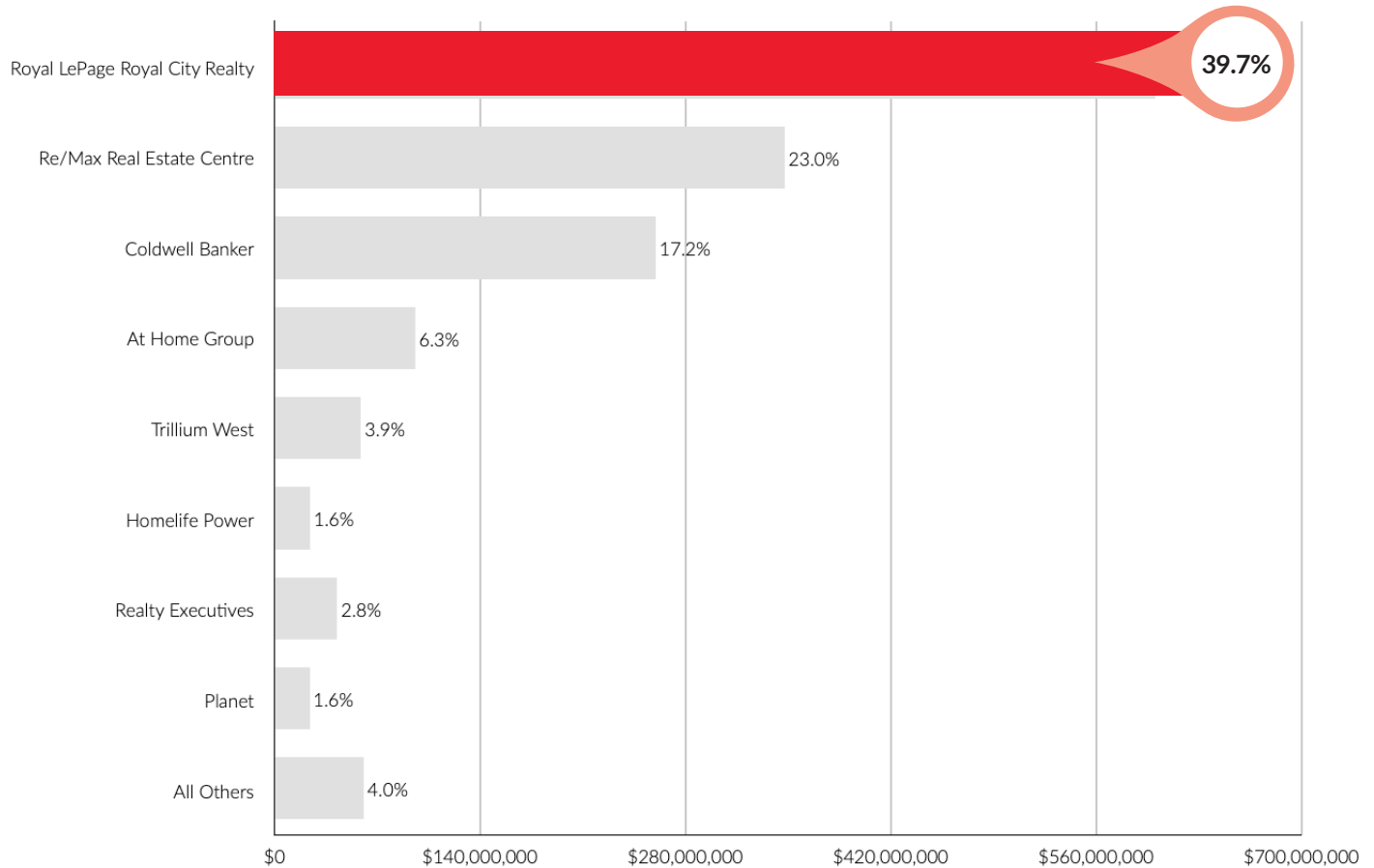
VACANT LAND

| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|--|--|---|
| YTD Sales Volume |  \$123,732,023 -10.08% |  \$7,259,400 +31.44% |  \$6,350,000 -70.06% |
| YTD Unit Sales |  106 +6% |  11 +57.14% |  5 No Change |
| YTD Average Sale Price |  \$1,167,283 -15.17% |  \$659,945 -16.35% |  \$1,270,000.00 -70.06% |
| October Sales Volume |  \$9,086,400 +5.28% |  \$1,445,000 +58.79% |  \$0 No Change |
| October Unit Sales |  7 -12.5% |  2 +100% |  0 No Change |

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



MARKET DOMINANCE

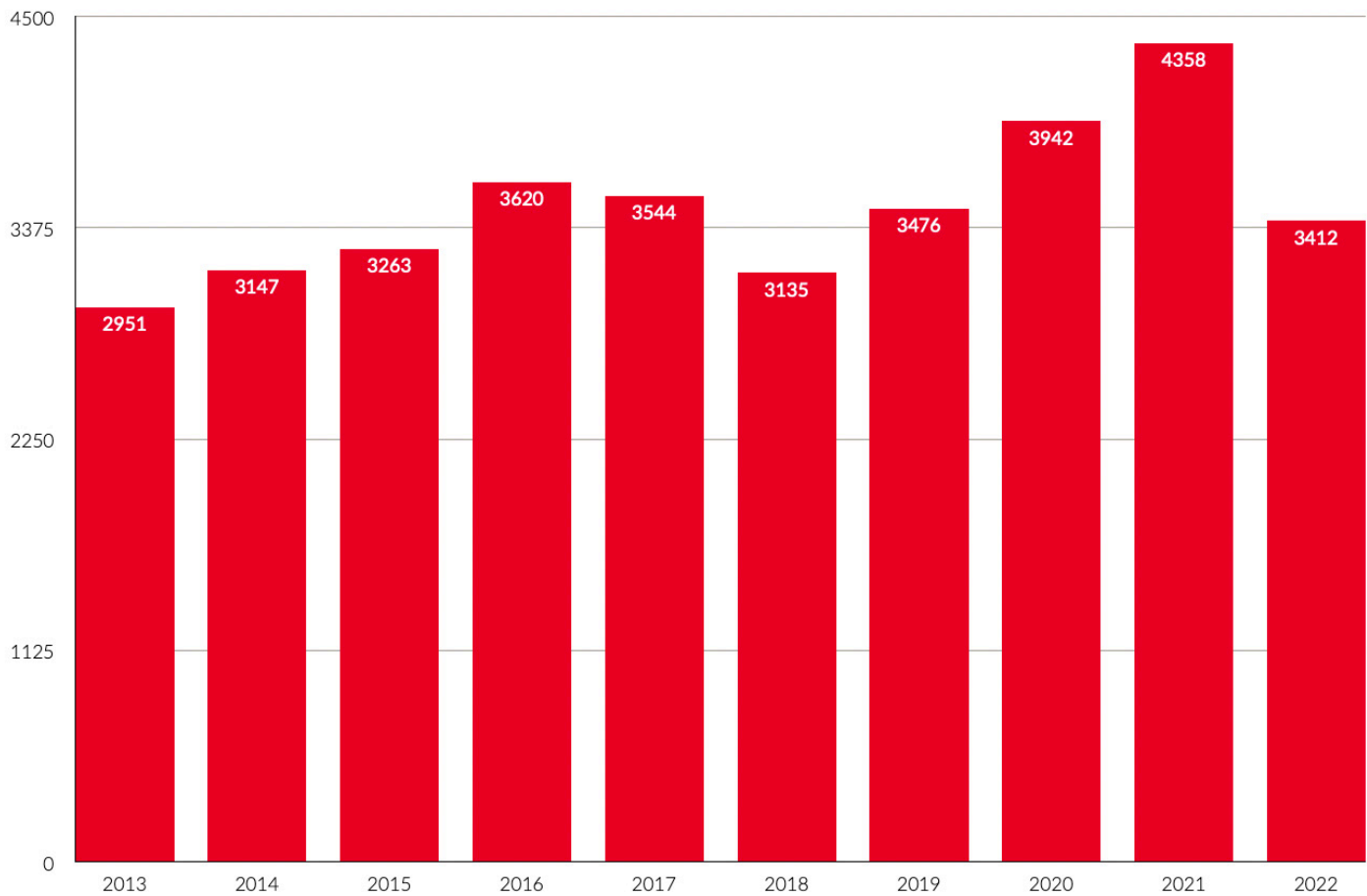


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
October 2023



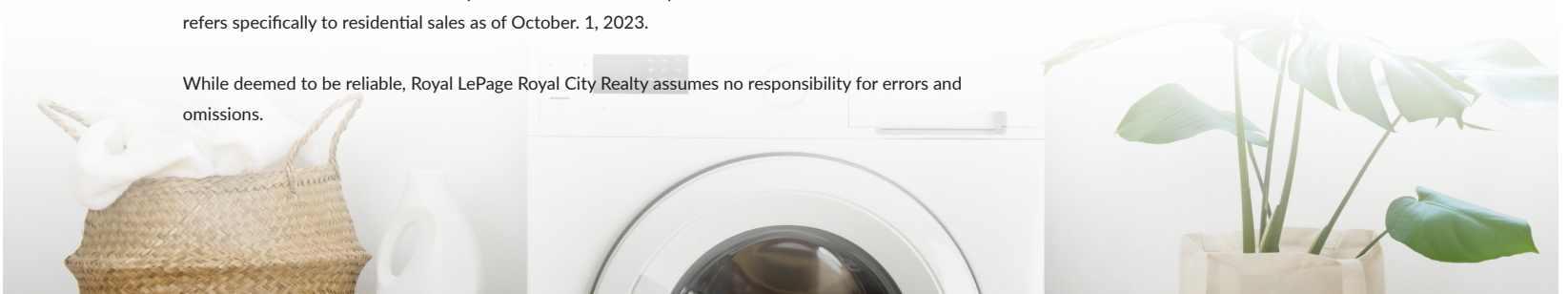
10 YEAR MARKET ANALYSIS



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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