



# 2023 DECEMBER

**CITY OF GUELPH**

Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market ends the year on the high end of a balanced market. Average and median sales prices remain higher than they were in December of 2022, showing the continued fortitude of this market.



**December year-over-year sales volume of \$46,973,399**

Down 14.75% from 2022's \$55,098,299 with unit sales of 63 down 16% from last December's 75. New listings of 69 are down 4.17% from a year ago, with the sales/listing ratio of 91.3% down 12.86%.



**Year-to-date sales volume of \$1,309,086,062**

Down 22.7% from 2022's \$1,693,408,484 with unit sales of 1,626 down 16.14% from 2022's 1,939. New listings of 2,721 are down 16.58% from a year ago, with the sales/listing ratio of 59.73% up 0.32%.



**Year-to-date average sale price of \$794,615**

Down from \$846,266 one year ago with median sale price of \$762,500 down from \$769,000 one year ago. Average days-on-market of 21.5 is up 2.83 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$730,000**

+3.55%

Average Sale Price

**\$745,610**

+1.49%

Sales Volume

**\$46,973,399**

-14.75%

Unit Sales

**63**

-16%

New Listings

**69**

-4.17%

Expired Listings

**51**

+88.89%

Unit Sales/Listings Ratio

**91.3%**

-12.86%

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



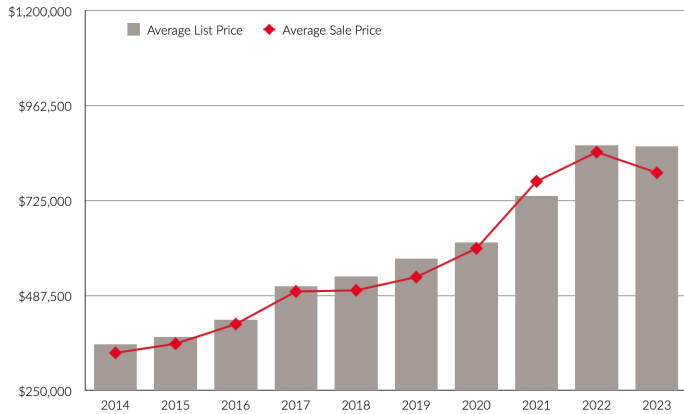
# THE MARKET IN DETAIL

	2021	2022	2023	2022-2023
YTD Volume Sales	\$2,023,645,714	\$1,693,408,484	\$1,309,086,062	-22.7%
YTD Unit Sales	2,642	1,939	1,626	-16.14%
YTD New Listings	3,075	3,262	2,721	-16.58%
YTD Sales/Listings Ratio	85.92%	59.44%	59.76%	+0.32%
YTD Expired Listings	57	180	196	+8.89%
Monthly Volume Sales	\$96,214,029	\$55,098,299	\$46,973,399	-14.75%
Monthly Unit Sales	110	75	63	-16%
Monthly New Listings	92	72	69	-4.17%
Monthly Sales/Listings Ratio	119.57%	104.17%	91.30%	-12.86%
Monthly Expired Listings	4	27	51	+88.89%
YTD Sales: \$0-\$199K	1	0	1	Up from 0
YTD Sales: \$200k-349K	17	12	5	-58.33%
YTD Sales: \$350K-\$549K	462	188	240	+27.66%
YTD Sales: \$550K-\$749K	945	519	485	-6.55%
YTD Sales: \$750K-\$999K	858	728	613	-15.8%
YTD Sales: \$1M+	358	491	282	-42.57%
YTD Average Days-On-Market	10.58	18.67	21.50	+15.18%
YTD Average Sale Price	\$772,976	\$846,266	\$794,615	-6.1%
YTD Median Sale Price	\$727,726	\$769,000	\$762,500	-0.85%

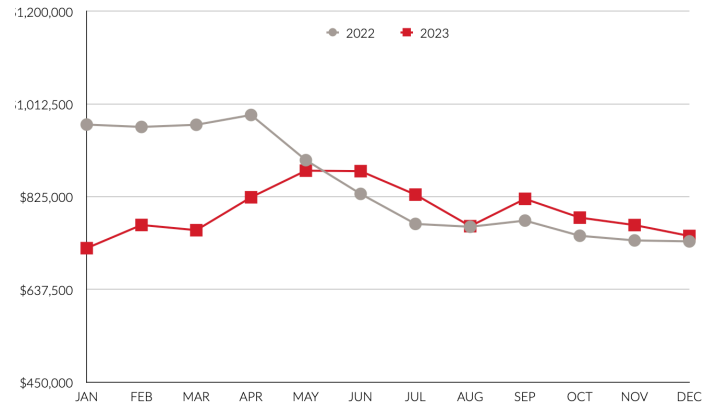
City of Guelph MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023



# AVERAGE SALE PRICE

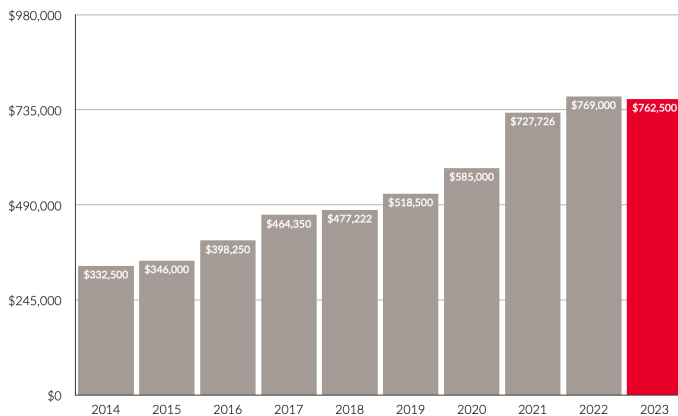


Year-Over-Year

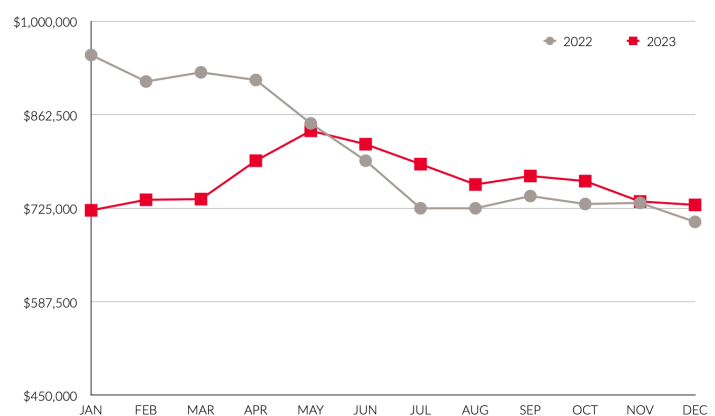


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



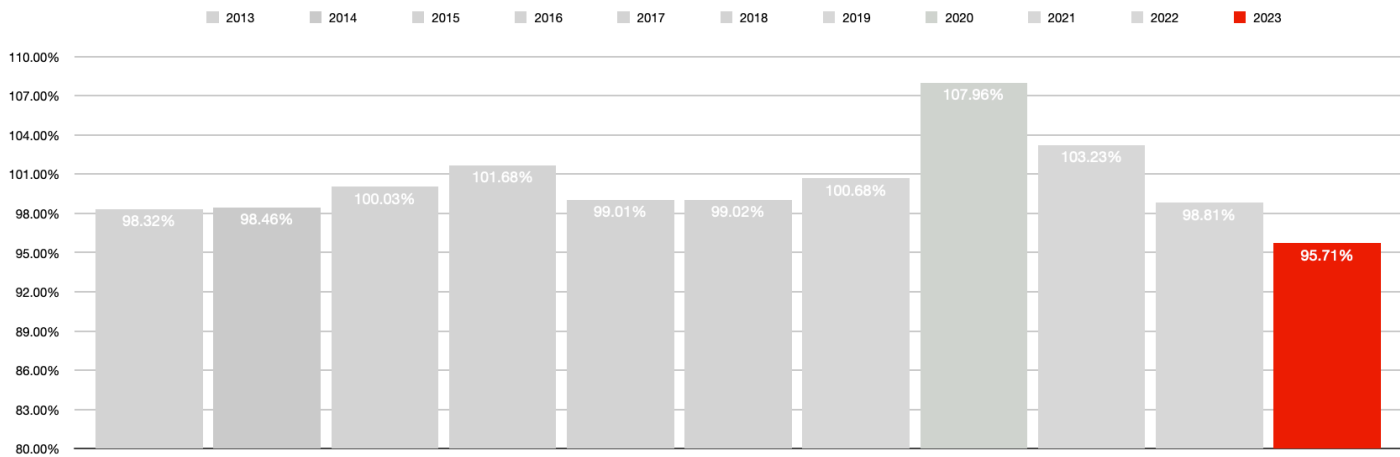
Year-Over-Year



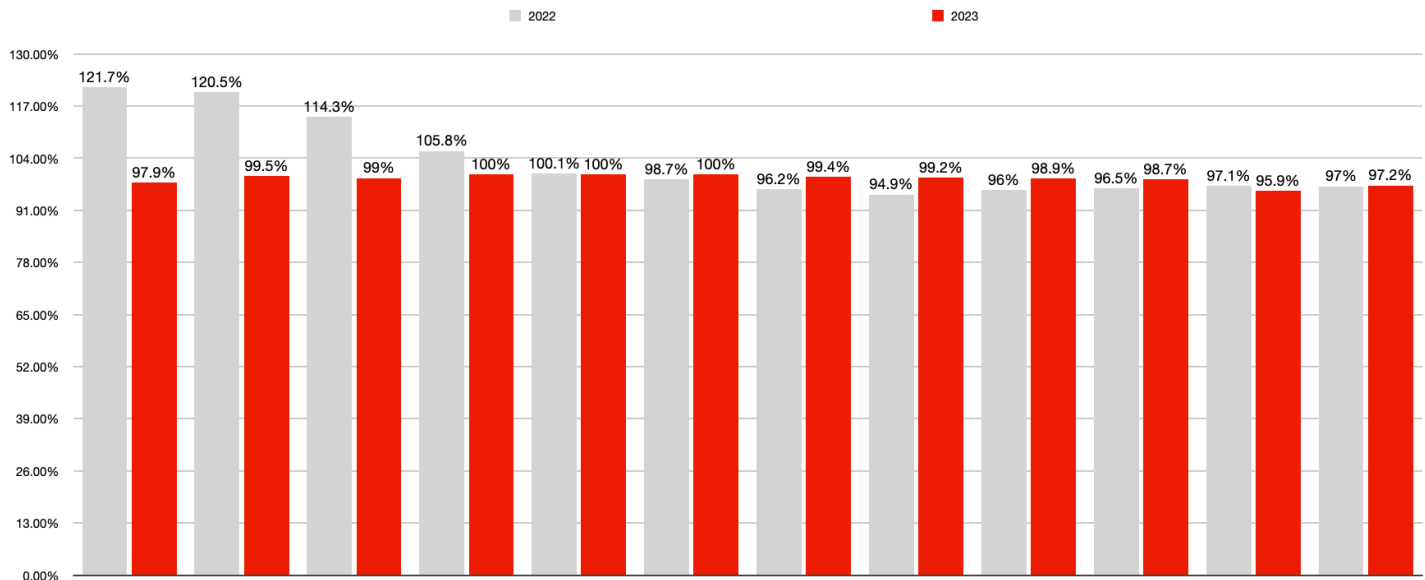
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

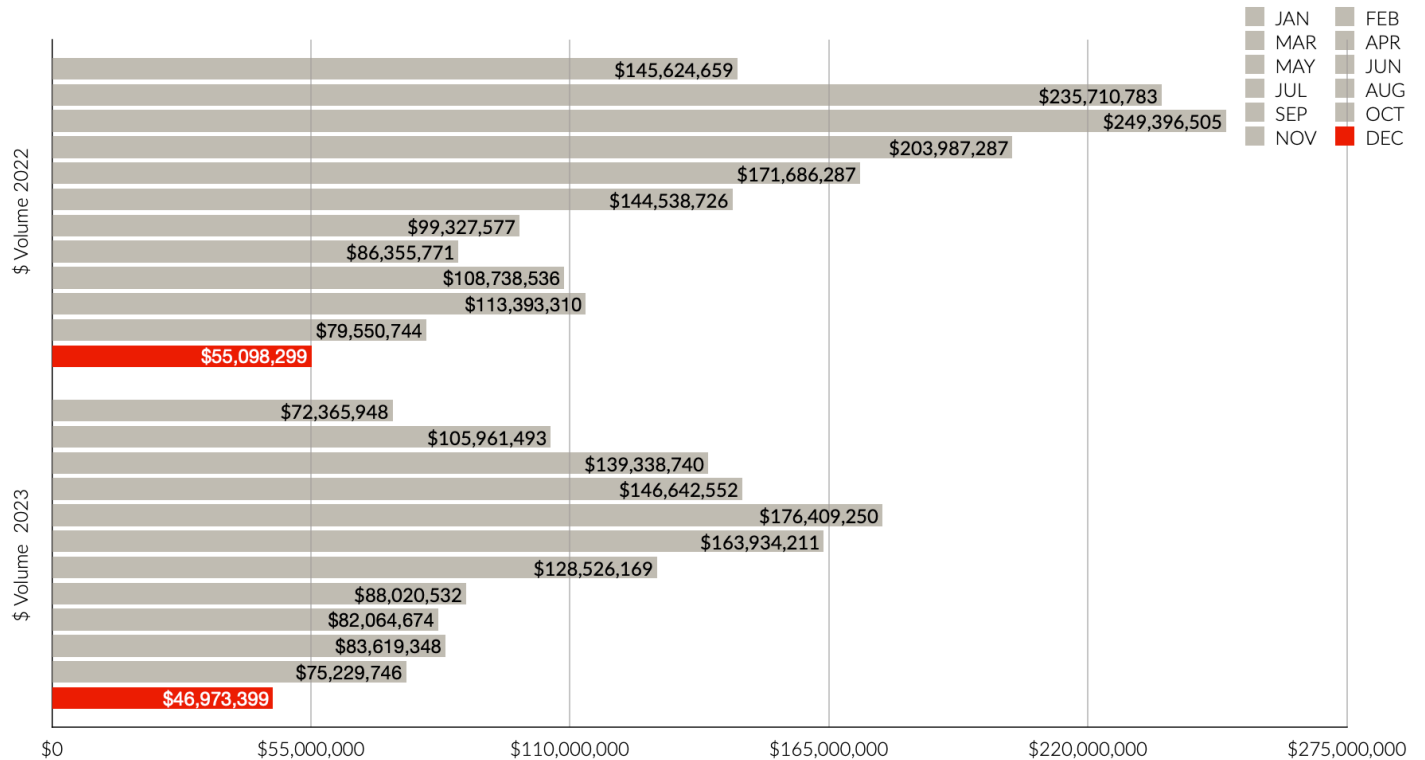


## Year-Over-Year

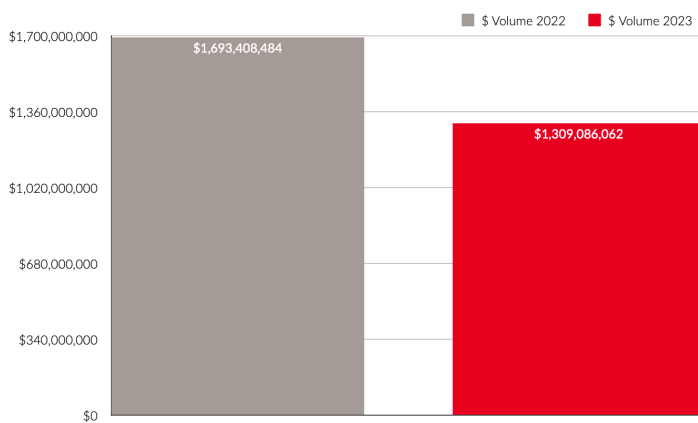


## Month-Over-Month 2022 vs. 2023

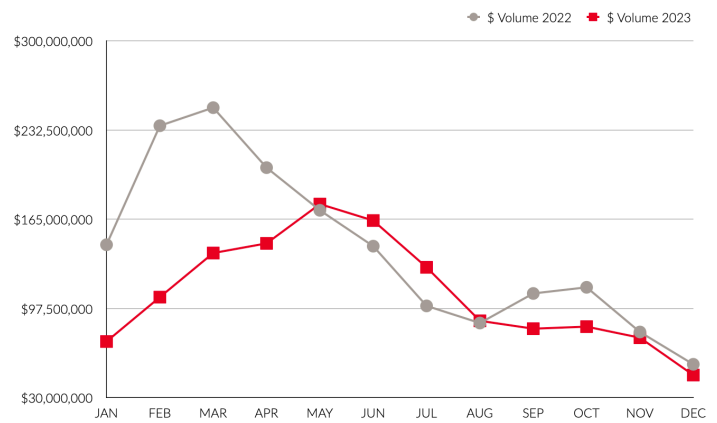
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

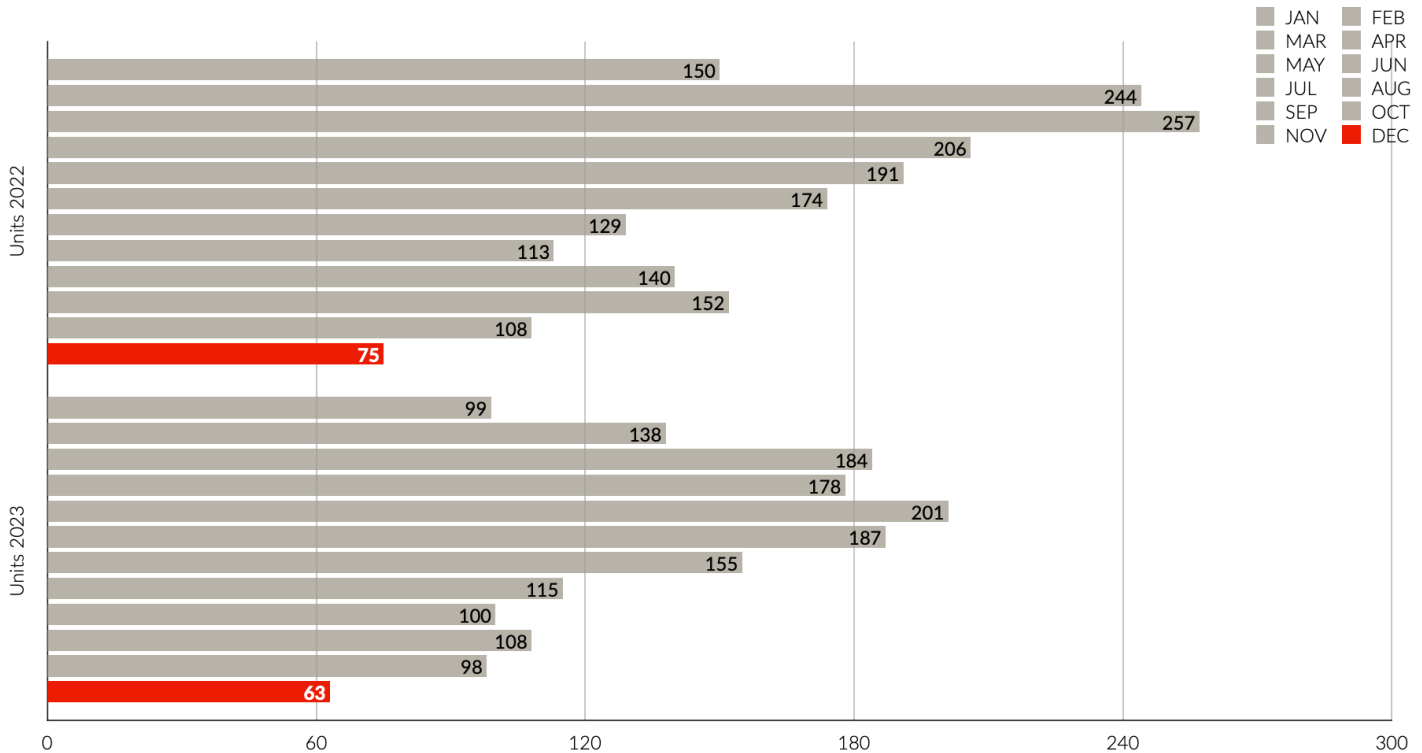


Yearly Totals 2022 vs. 2023

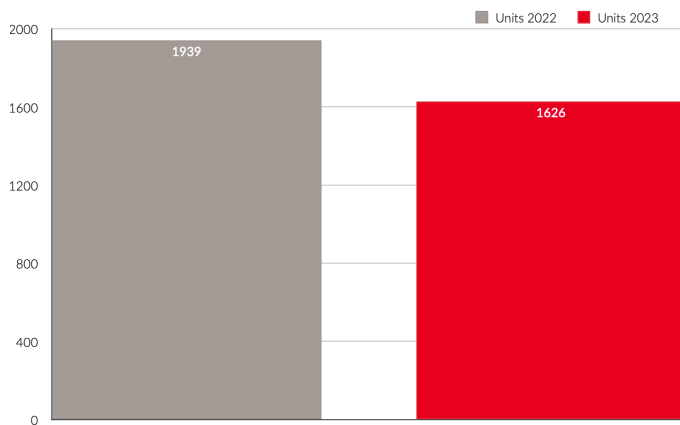


Month vs. Month 2022 vs. 2023

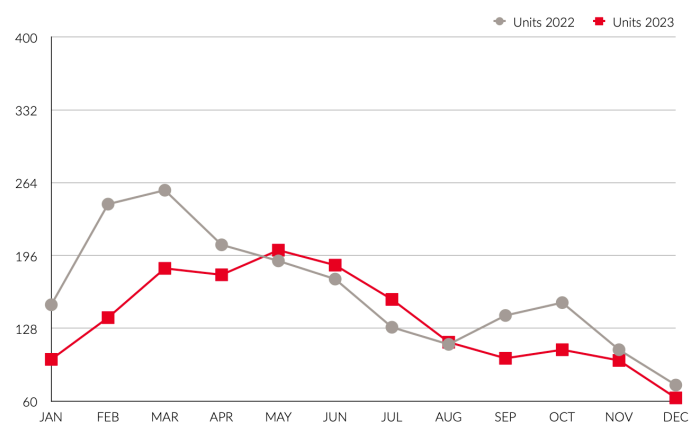
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023

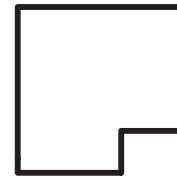
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 \$939,377,623 -24.29%	 \$349,011,539 -17.87%	 \$9,741,200 +2,219.33%
YTD Unit Sales	 1035 -17.92%	 567 -12.09%	 14 +1,300%
YTD Average Sale Price	 \$907,611 -7.76%	 \$615,541 -6.57%	 \$695,800.00 +65.67%
December Sales Volume	 \$38,588,899 -5.58%	 \$7,594,500 -39.72%	 \$685,000 Up from \$0
December Unit Sales	 48 -5.88%	 14 -36.36%	 1 Up from 0

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of December. 1, 2023.

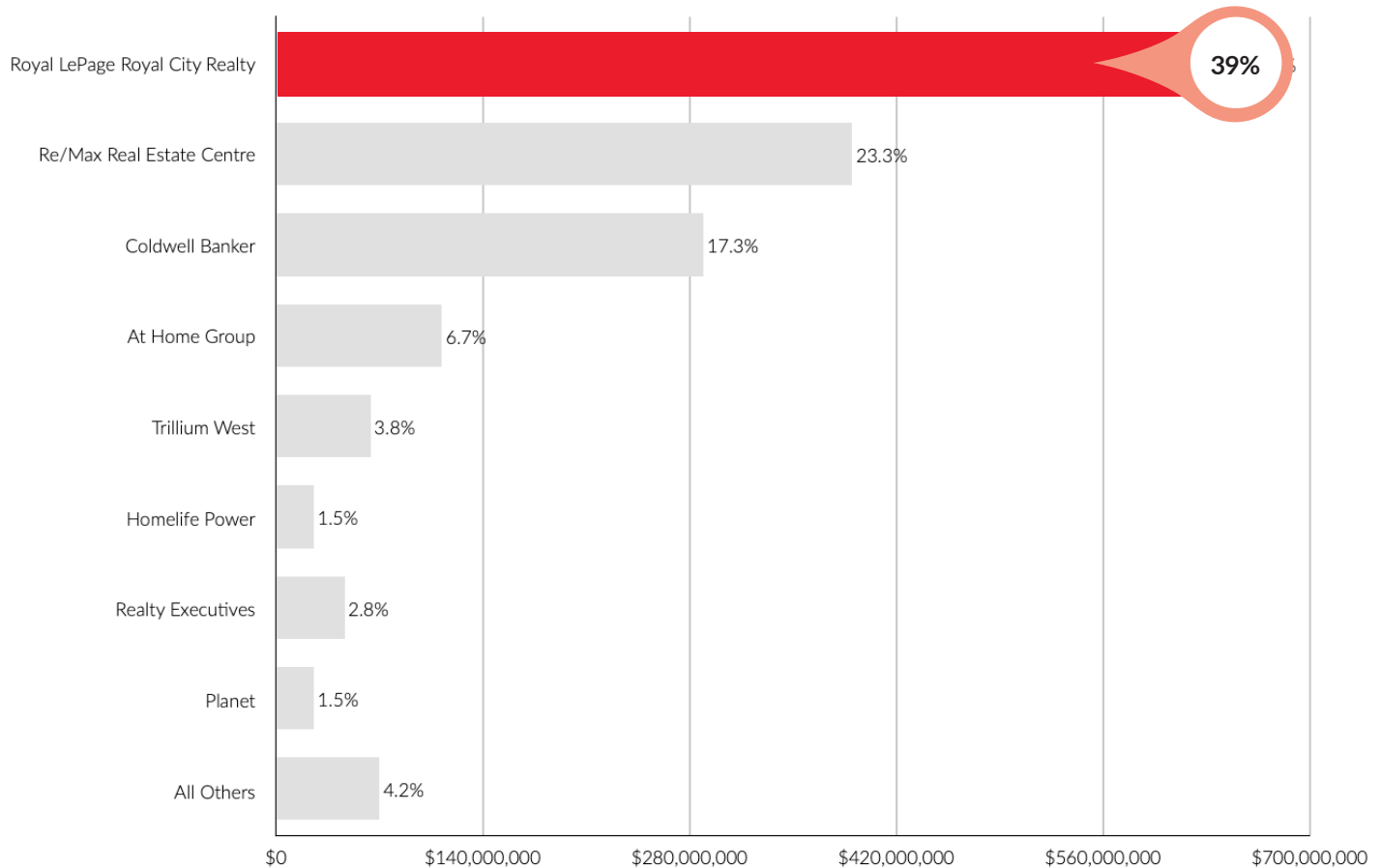
Year-Over-Year Comparison (2023 vs. 2022)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.





# MARKET DOMINANCE

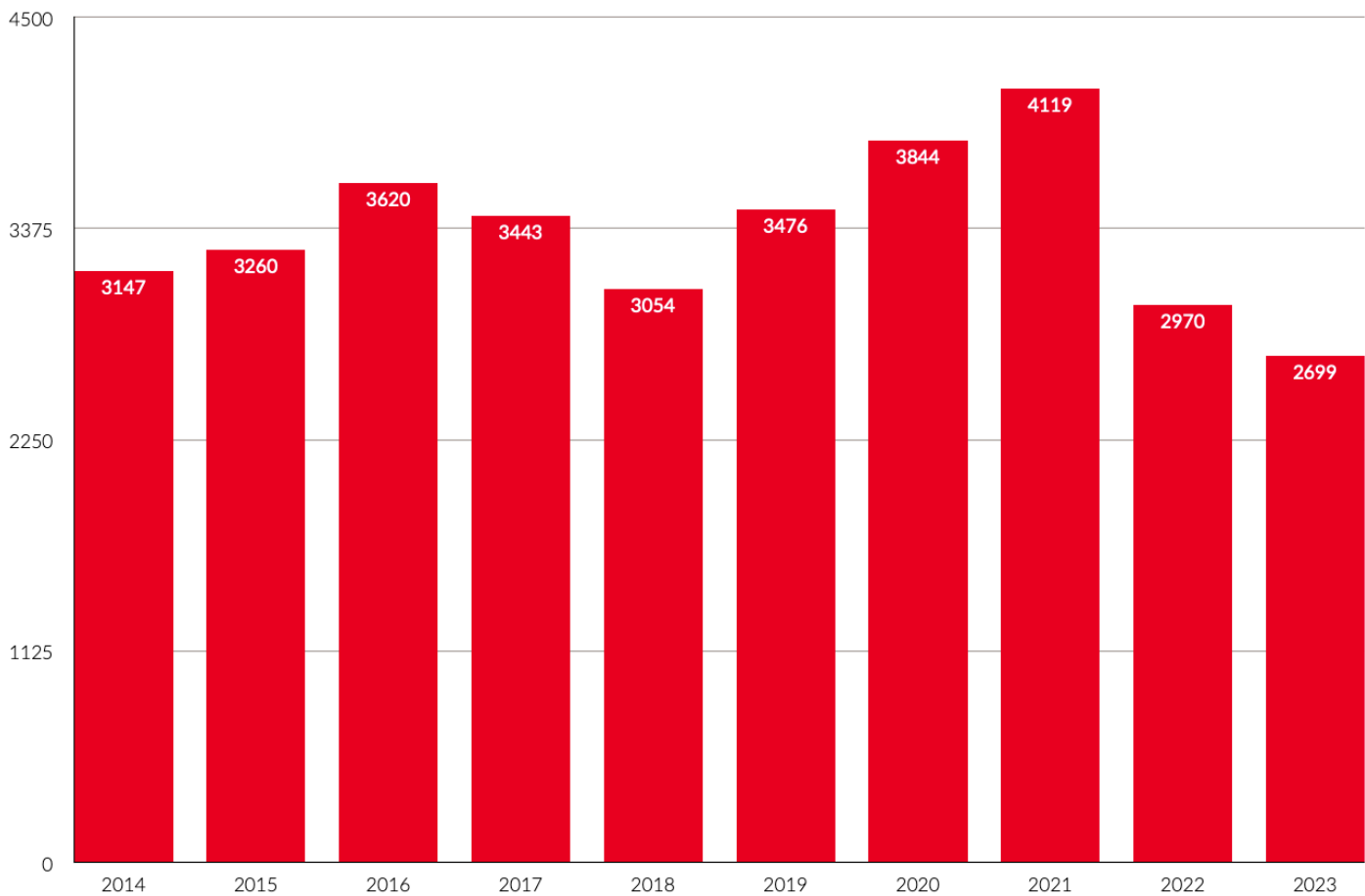


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
December 2023



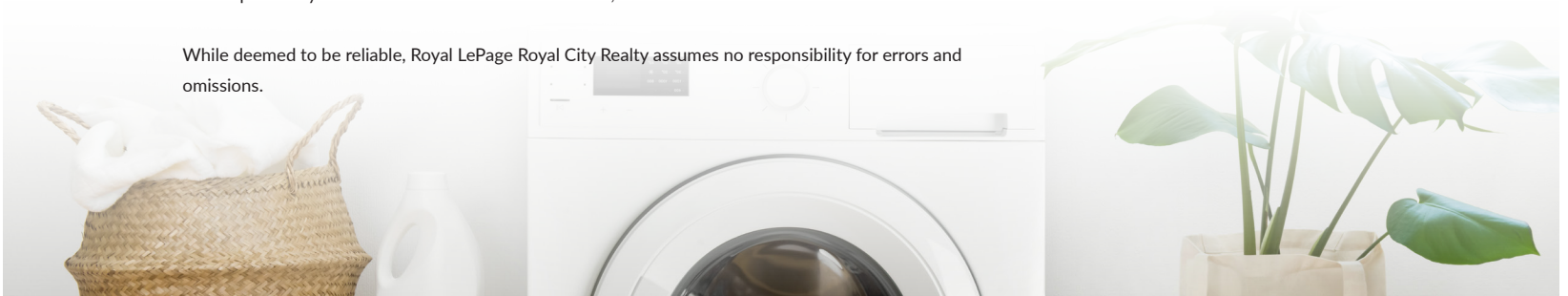
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# 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 (COMMERCIAL)

519-836-8060  
1467 Gordon Street Unit L1, Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood



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