



# 2024 **FEBRUARY**

## **CITY OF GUELPH**

### Real Estate Market Report



# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market continues 2024 as a balanced market as both unit sales and new listings both see a similar increase from where they were last year. Both average and median sale prices are also higher than they were this time last year, showing some strength to this market.



### February year-over-year sales volume of \$116,031,330

Up 9.5% from 2023's \$105,961,493 with unit sales of 145 up 5.07% from last February's 138. New listings of 222 are up 6.22% from a year ago, with the sales/listing ratio of 65.32% down 0.71%.



### Year-to-date sales volume of \$187,033,392

Up 4.88% from 2023's \$178,327,441 with unit sales of 237, equal to the 237 in 2022. New listings of 403 are up 10.11% from a year ago, with the sales/listing ratio of 58.81% down 5.95%.



### Year-to-date average sale price of \$785,989

Up from \$744,383 one year ago with median sale price of \$761,000 up from \$729,750 one year ago. Average days-on-market of 31.5 is up 8 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$780,000**

+5.76%

Average Sale Price

**\$800,216**

+4.22%

Sales Volume

**\$116,031,330**

+9.5%

Unit Sales

**145**

+5.07%

New Listings

**222**

+6.22%

Expired Listings

**12**

+50%

Unit Sales/Listings Ratio

**65.32%**

-0.71%

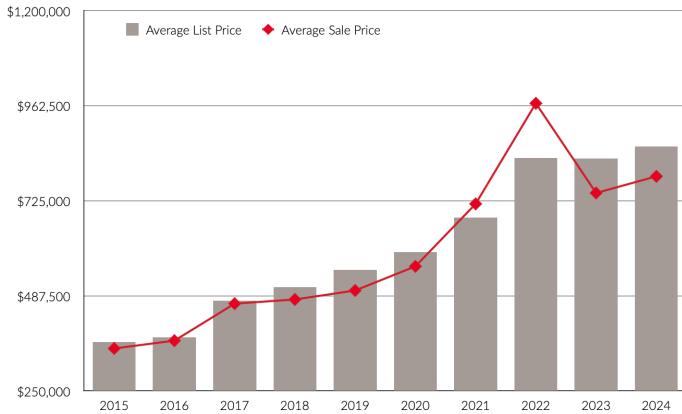
*Year-over-year comparison  
(February 2024 vs. February 2023)*

# THE MARKET IN DETAIL

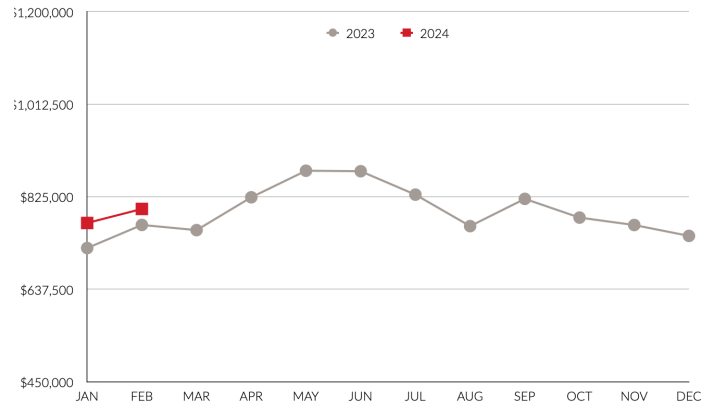
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$381,335,442	\$178,327,441	\$187,033,392	+4.88%
<b>YTD Unit Sales</b>	394	237	237	No Change
<b>YTD New Listings</b>	511	366	403	+10.11%
<b>YDT Sales/Listings Ratio</b>	77.10%	64.75%	58.81%	-5.95%
<b>YTD Expired Listings</b>	6	18	43	+138.89%
<b>Monthly Volume Sales</b>	\$235,710,783	\$105,961,493	\$116,031,330	+9.5%
<b>Monthly Unit Sales</b>	244	138	145	+5.07%
<b>Monthly New Listings</b>	310	209	222	+6.22%
<b>Monthly Sales/Listings Ratio</b>	78.71%	66.03%	65.32%	-0.71%
<b>Monthly Expired Listings</b>	4	8	12	+50%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	3	1	1	No Change
<b>YTD Sales: \$350K-\$549K</b>	17	41	33	-19.51%
<b>YTD Sales: \$550K-\$749K</b>	65	89	82	-7.87%
<b>YTD Sales: \$750K-\$999K</b>	160	81	89	+9.88%
<b>YTD Sales: \$1M+</b>	149	25	32	+28%
<b>YTD Average Days-On-Market</b>	7.50	23.50	31.50	+34.04%
<b>YTD Average Sale Price</b>	\$968,430	\$744,383	\$785,989	+5.59%
<b>YTD Median Sale Price</b>	\$931,000	\$729,750	\$761,000	+4.28%

City of Guelph MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

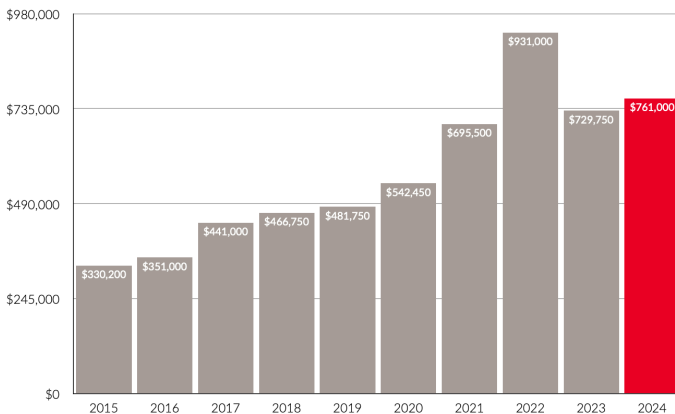


Year-Over-Year

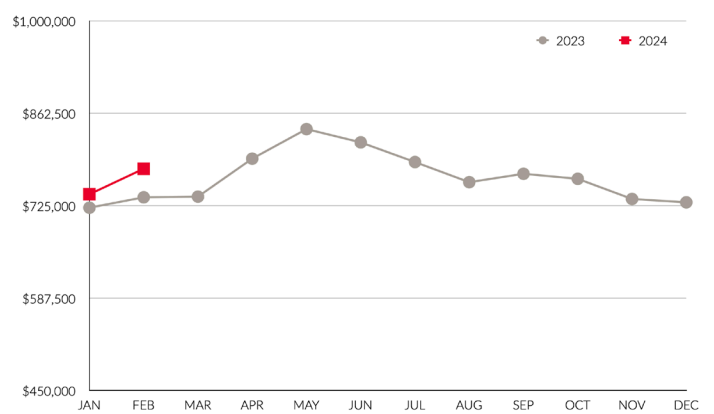


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



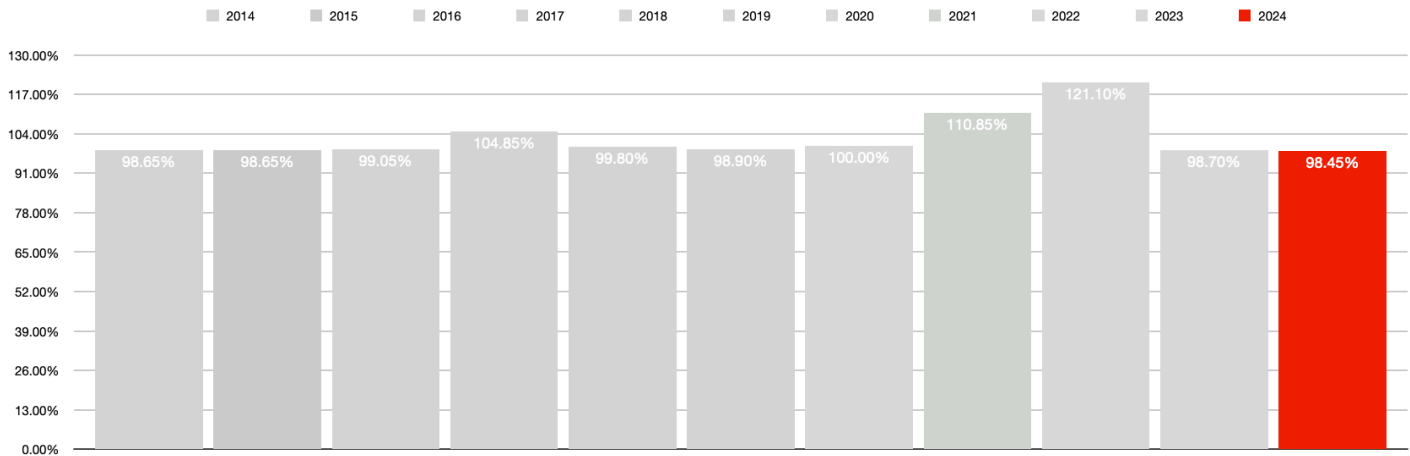
Year-Over-Year



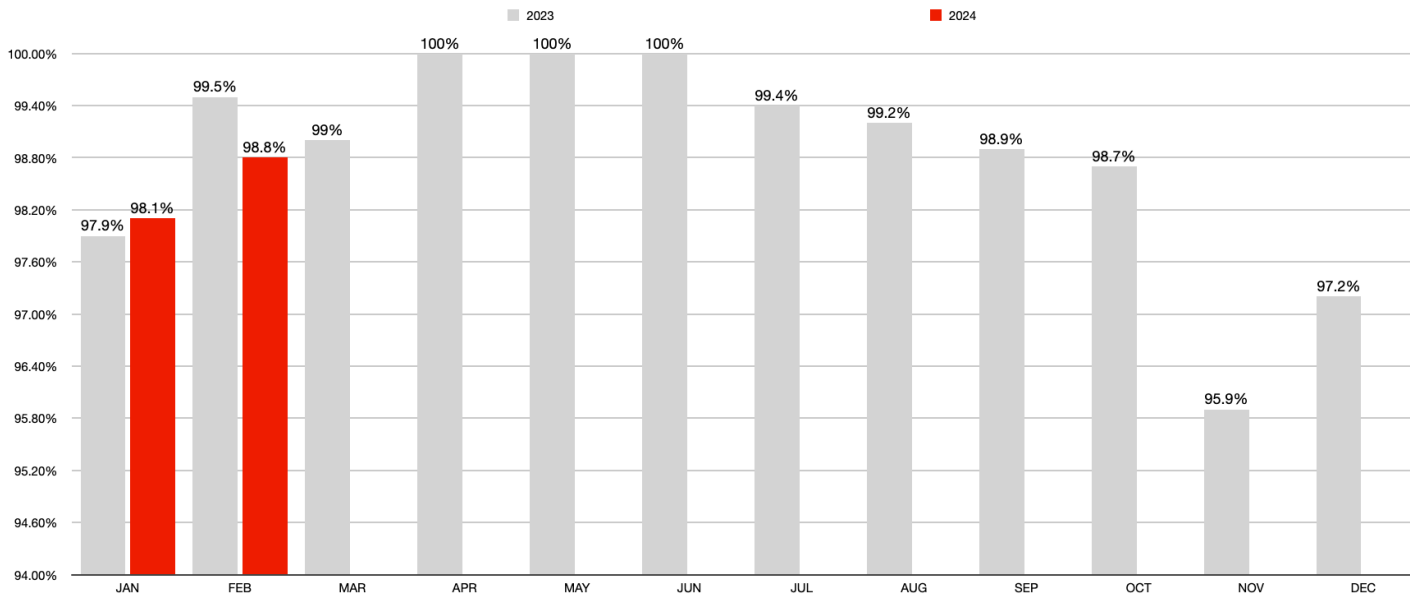
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

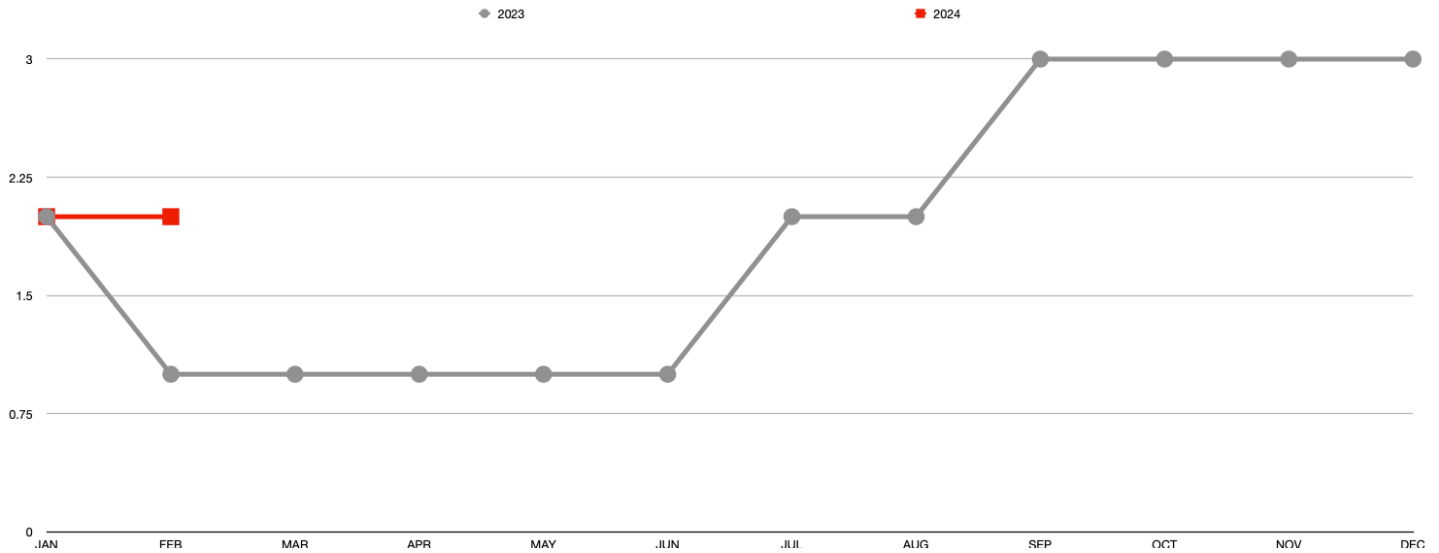


## Year-Over-Year

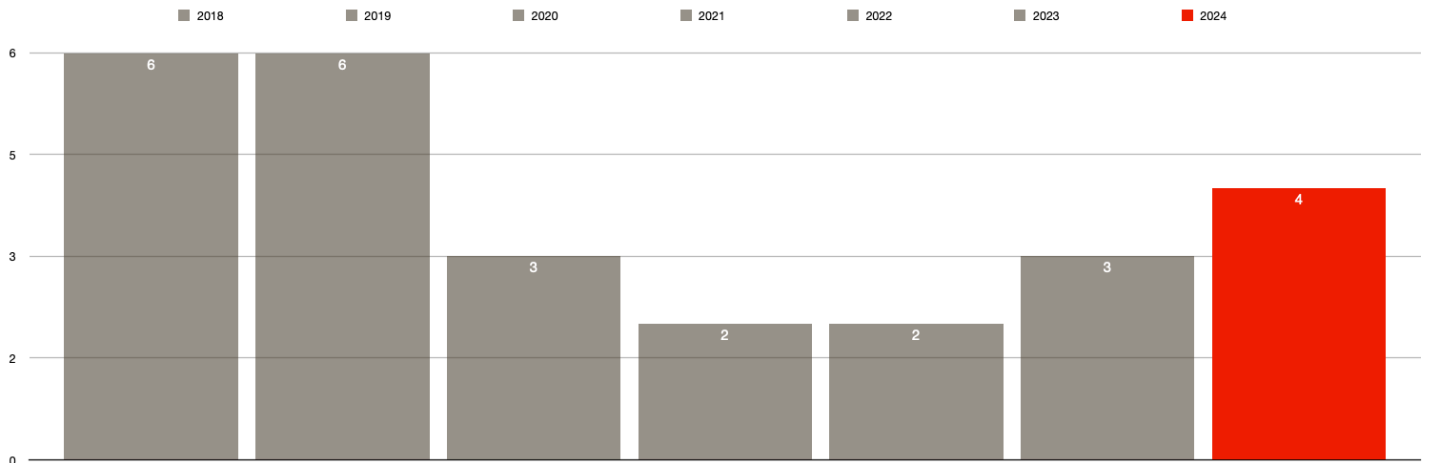


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

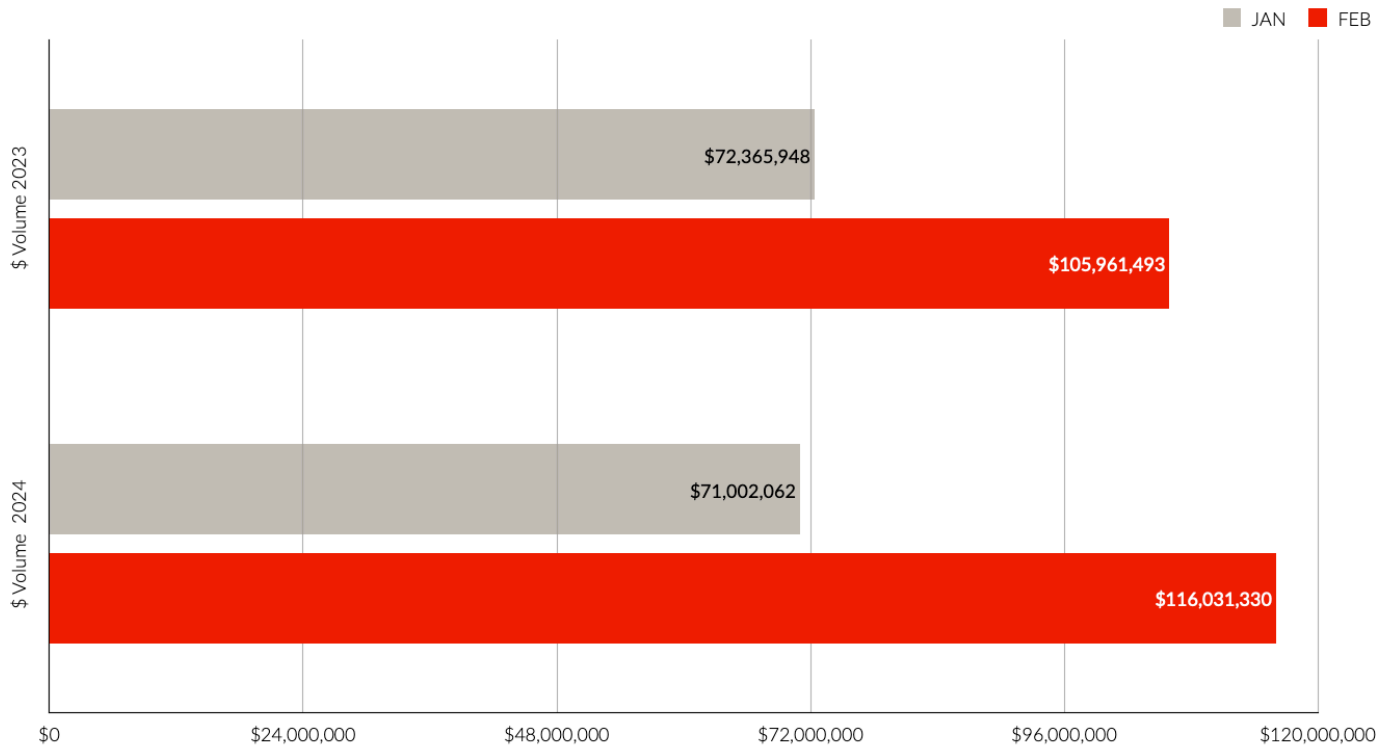


Month-Over-Month 2023 vs. 2024

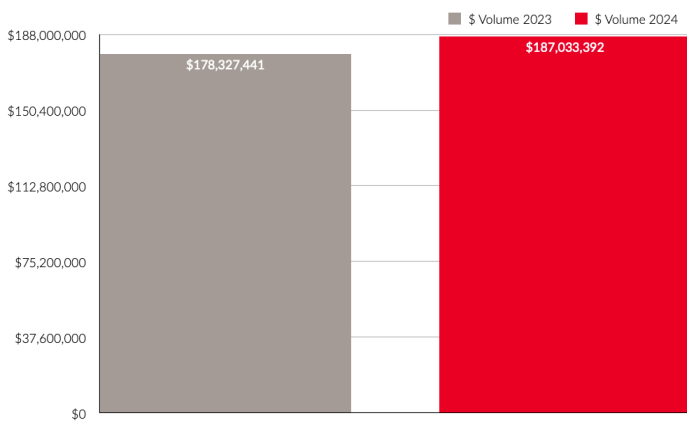


Year-Over-Year

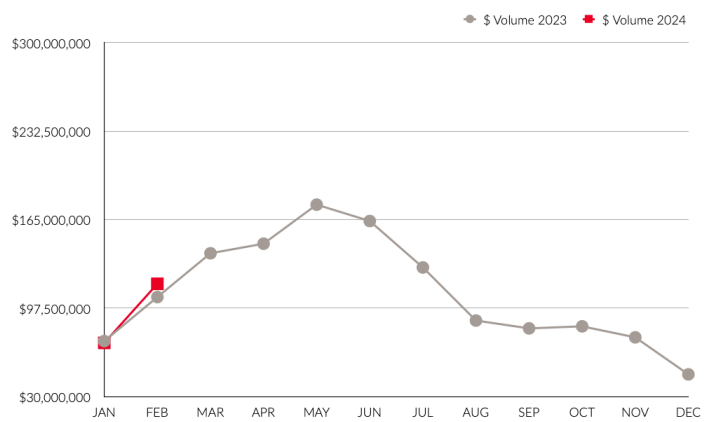
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

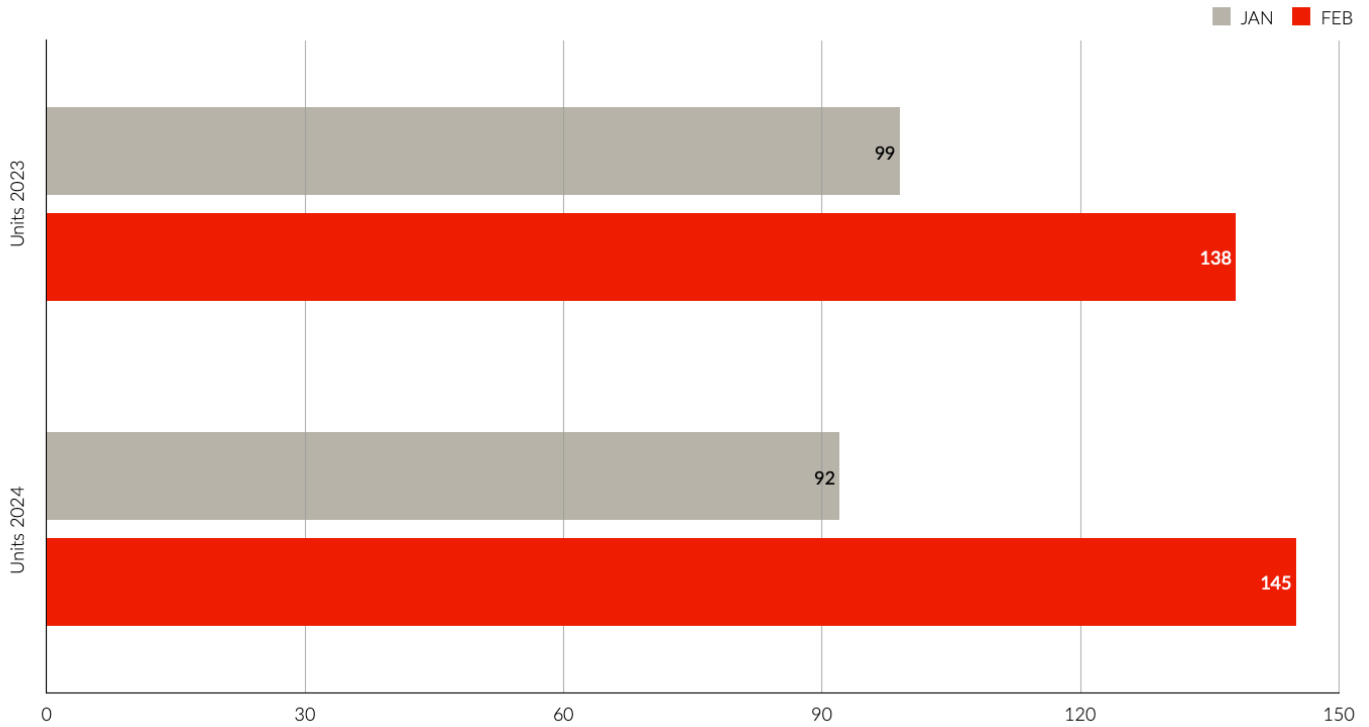


Yearly Totals 2023 vs. 2024

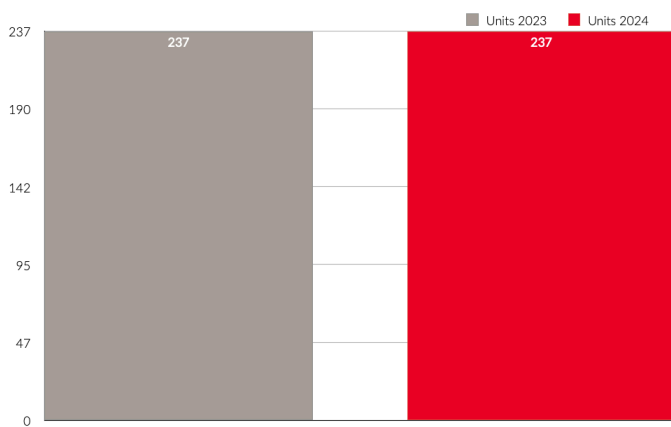


Month vs. Month 2023 vs. 2024

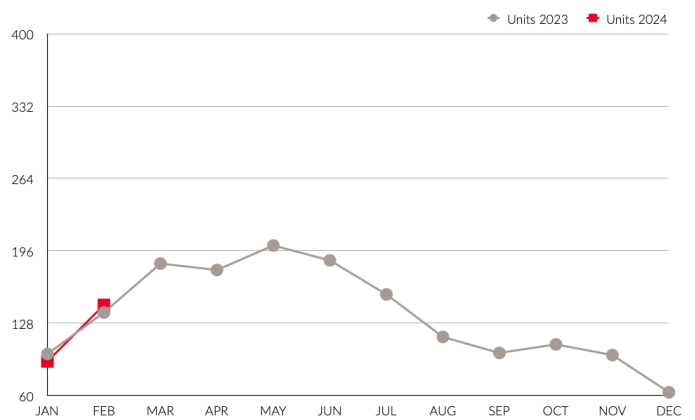
# UNIT SALES



Monthly Comparison 2023 vs. 2024



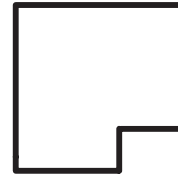
Yearly Totals 2023 vs. 2024


















Month vs. Month 2023 vs. 2024



# SALES BY TYPE



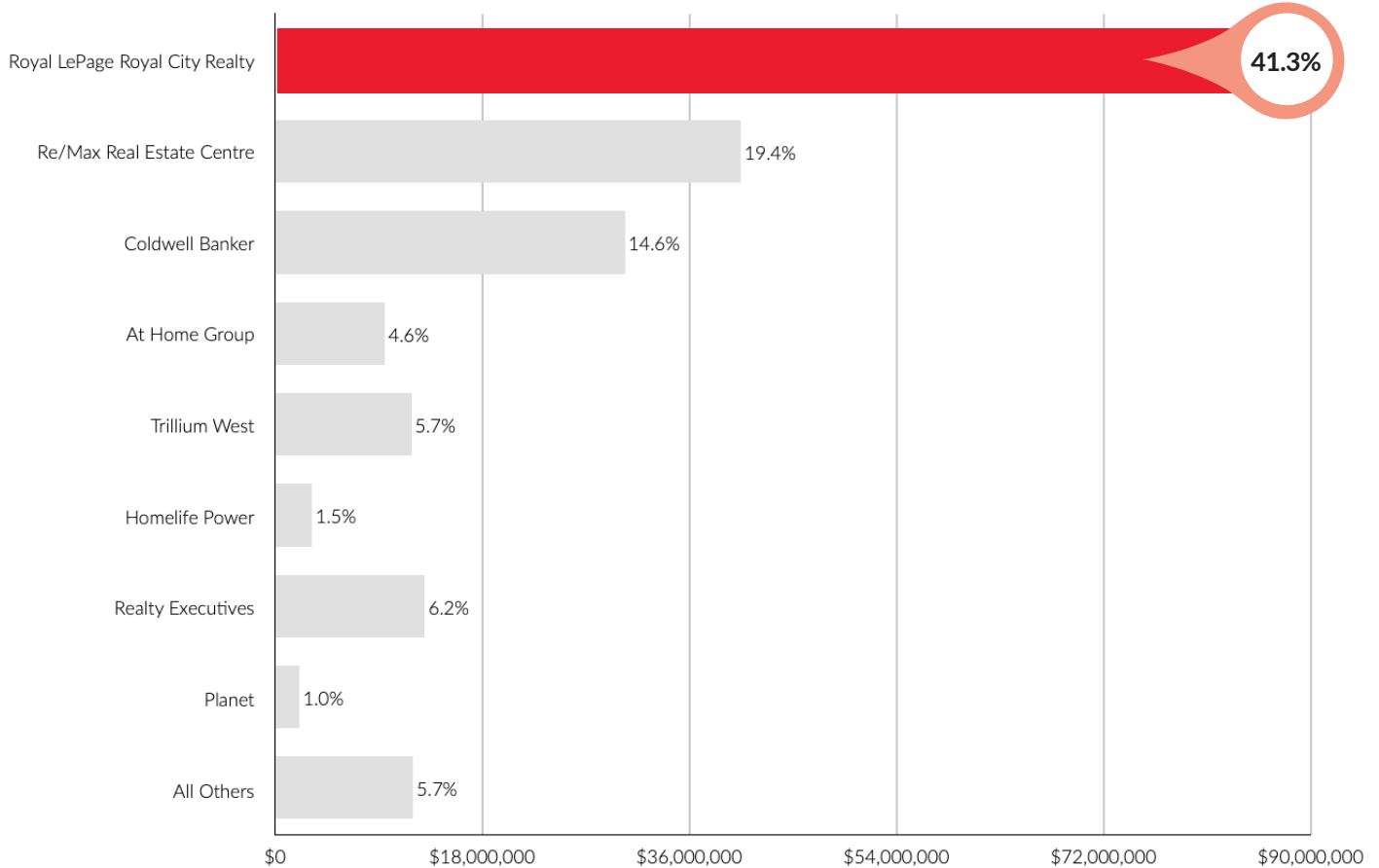
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>YTD Sales Volume</b>	 \$121,322,132 -1.25%	 \$51,932,860 -1.4%	 \$0 -100%
<b>YTD Unit Sales</b>	 135 -6.9%	 86 -1.15%	 0 -100%
<b>YTD Average Sale Price</b>	 \$898,682 +6.06%	 \$603,870 -0.26%	 \$0 -100%
<b>February Sales Volume</b>	 \$77,170,830 +5.32%	 \$30,317,100 -2.82%	 \$0 -100%
<b>February Unit Sales</b>	 84 -2.33%	 51 +4.08%	 0 -100%

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of February 1, 2024.

*Year-Over-Year Comparison (2024 vs. 2023)*

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

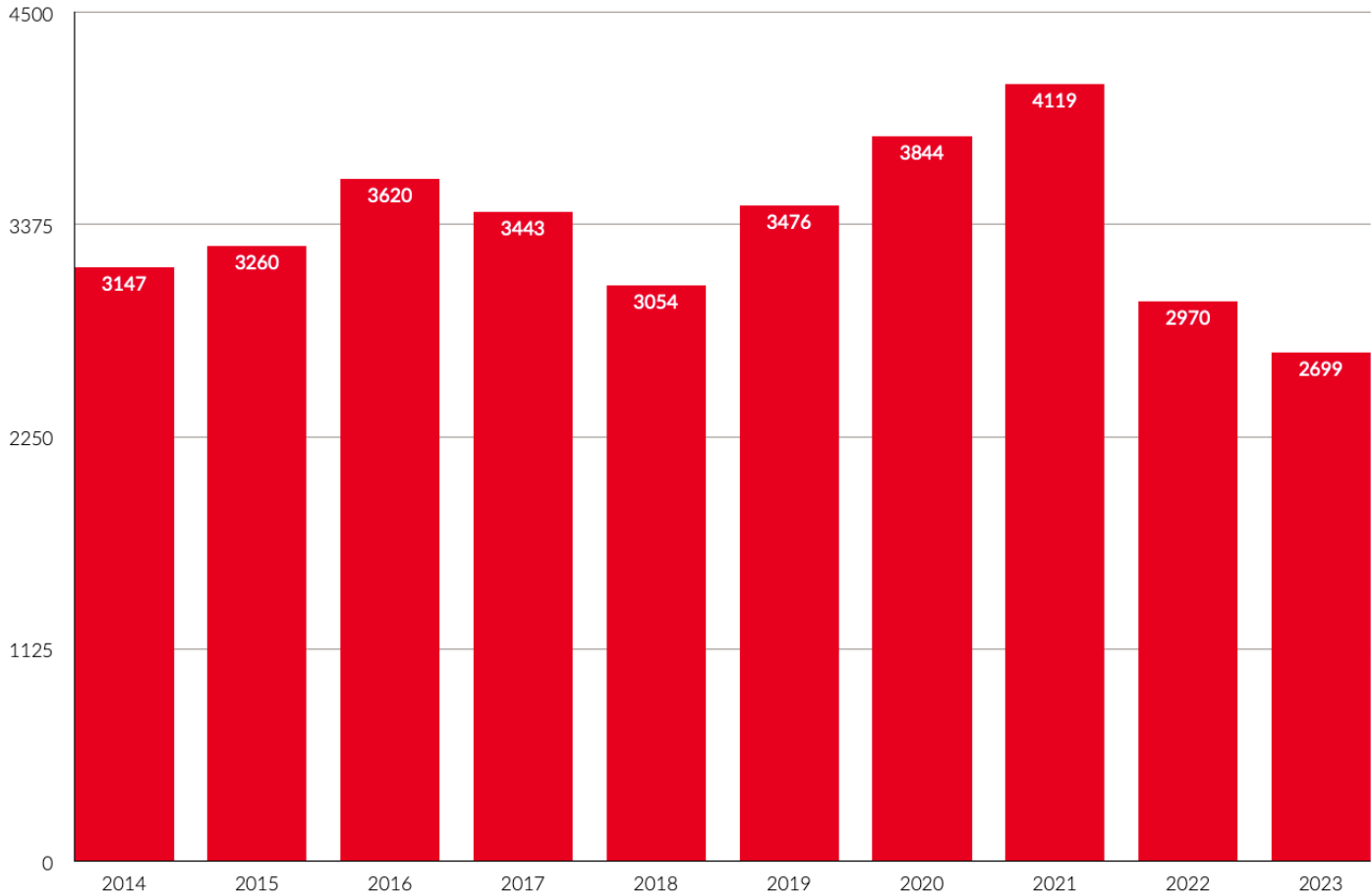
# MARKET DOMINANCE



**Market Share by Dollar Volume**  
 Listing Selling Ends Combined for Guelph Based Companies  
 February 2024



# 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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