



2024 MARCH

GUELPH/ERAMOSA Real Estate Market Report



OVERVIEW

BALANCED MARKET

The real estate market in Guelph/Eramosa remains a buyers market this month due to continued drops in unit sales. The monthly year to date median and average sale prices have also dropped. It is important to note that this market is smaller, and more prone of erratic change.

March year-over-year sales volume of \$13,540,400



Down 23.31% from 2023's \$17,656,370 with unit sales of 12 that are down 14.29% from last March's 14. New listings of 23 are up 21.05% from 2023, with the sales/listing ratio of 52.17% down from 21.51% in 2023.

Year-to-date sales volume of \$22,075,400



Down 32.17% from 2023's \$32,546,270 with unit sales of 19 down from the 27 in 2023. New listings of 48 are the same as a year ago, with the sales/listing ratio of 39.58% down 16.67%.

Year-to-date average sale price of \$1,176,261



Up from \$1,152,478 one year ago with median sale price of \$964,950 down from \$1,087,500 one year ago. Average days-on-market of 34.67 is down 11 days from last year.

MARCH NUMBERS

Median Sale Price

\$964,950

-11.27%

Average Sale Price

\$1,128,637

-18.12%

Sales Volume

\$13,540,400

-23.31%

Unit Sales

12

-14.29%

New Listings

23

+21.05%

Expired Listings

3

+50%

Unit Sales/Listings Ratio

52.17%

-21.51%

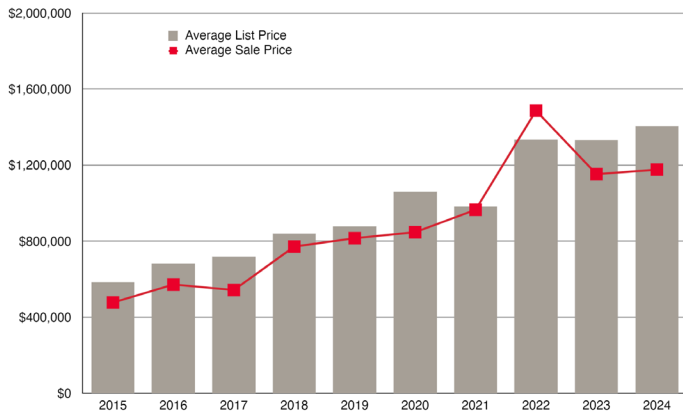
*Year-over-year comparison
(March 2024 vs. March 2023)*

THE MARKET IN **DETAIL**

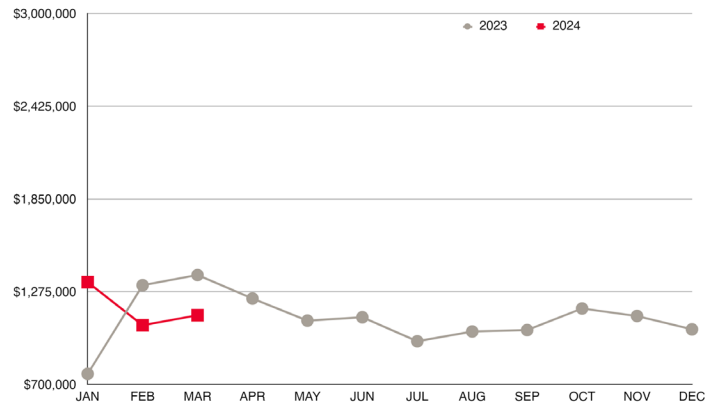
| | 2022 | 2023 | 2024 | 2023-2024 |
|-------------------------------------|----------------|----------------|----------------|-----------|
| YTD Volume Sales | CA\$60,050,624 | CA\$32,546,270 | CA\$22,075,400 | -32.17% |
| YTD Unit Sales | 42 | 27 | 19 | -29.63% |
| YTD New Listings | 66 | 48 | 48 | No Change |
| YTD Sales/Listings Ratio | 63.64% | 56.25% | 39.58% | -16.67% |
| YTD Expired Listings | 0 | 5 | 11 | +120% |
| Monthly Volume Sales | CA\$27,746,700 | CA\$17,656,370 | CA\$13,540,400 | -23.31% |
| Monthly Unit Sales | 21 | 14 | 12 | -14.29% |
| Monthly New Listings | 38 | 19 | 23 | +21.05% |
| Monthly Sales/Listings Ratio | 55.26% | 73.68% | 52.17% | -21.51% |
| Monthly Expired Listings | 0 | 2 | 3 | +50% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | No Change |
| YTD Sales: \$200k-349K | 0 | 0 | 0 | No Change |
| YTD Sales: \$350K-\$549K | 0 | 3 | 0 | -100% |
| YTD Sales: \$550K-\$749K | 1 | 3 | 1 | -66.67% |
| YTD Sales: \$750K-\$999K | 6 | 5 | 8 | +60% |
| YTD Sales: \$1M+ | 35 | 16 | 10 | -37.5% |
| YTD Average Days-On-Market | 22.67 | 45.67 | 34.67 | -24.09% |
| YTD Average Sale Price | CA\$1,486,590 | CA\$1,152,478 | CA\$1,176,261 | +2.06% |
| YTD Median Sale Price | CA\$1,350,000 | CA\$1,087,500 | CA\$964,950 | -11.27% |

Guelph/Eramosa MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

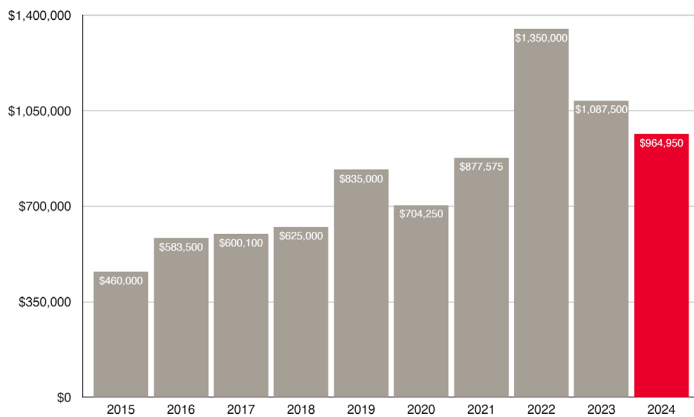


Year-Over-Year

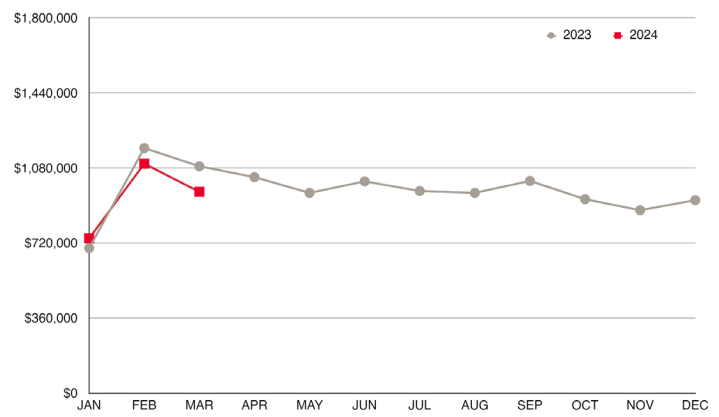


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



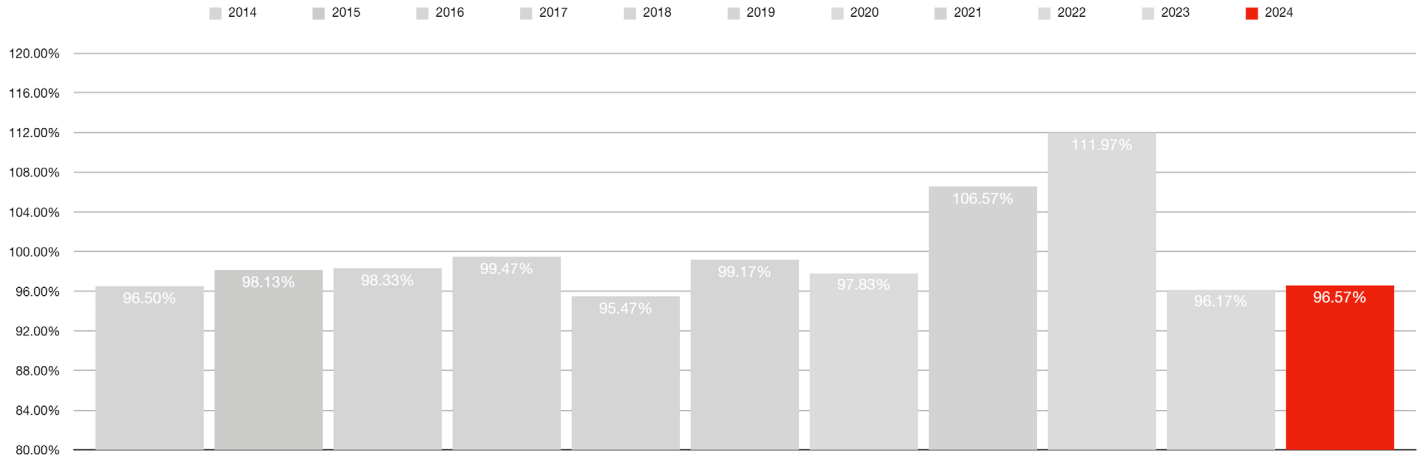
Year-Over-Year



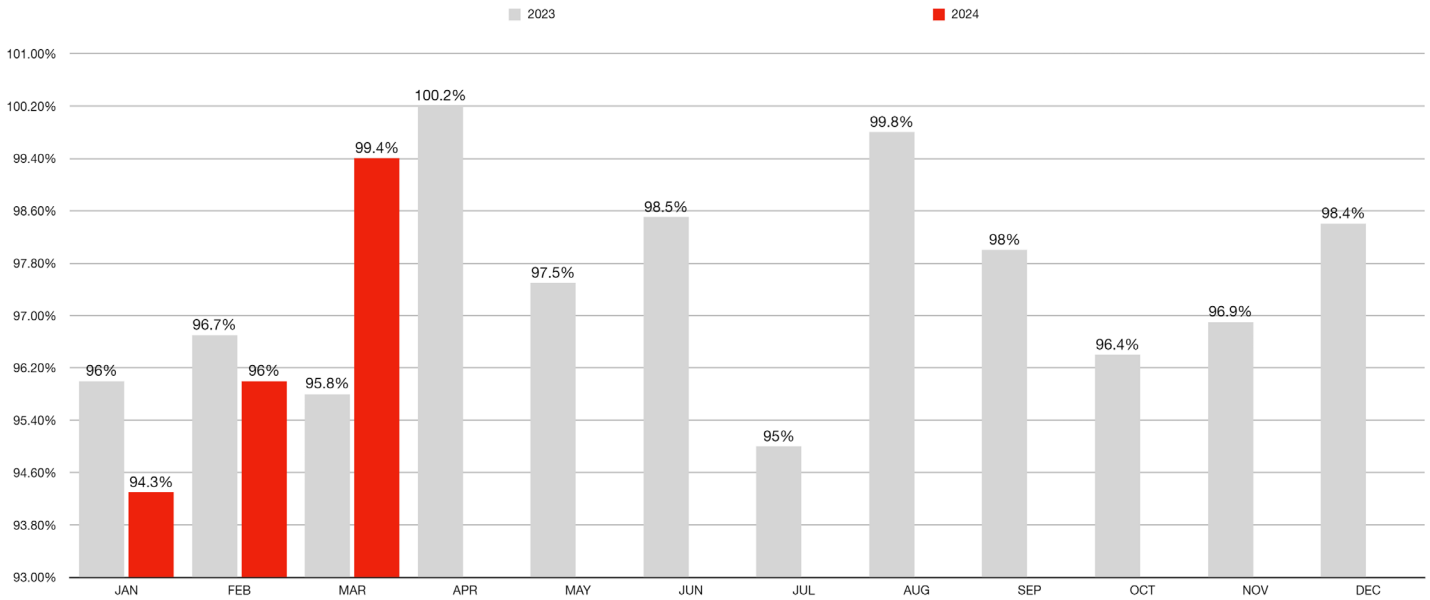
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

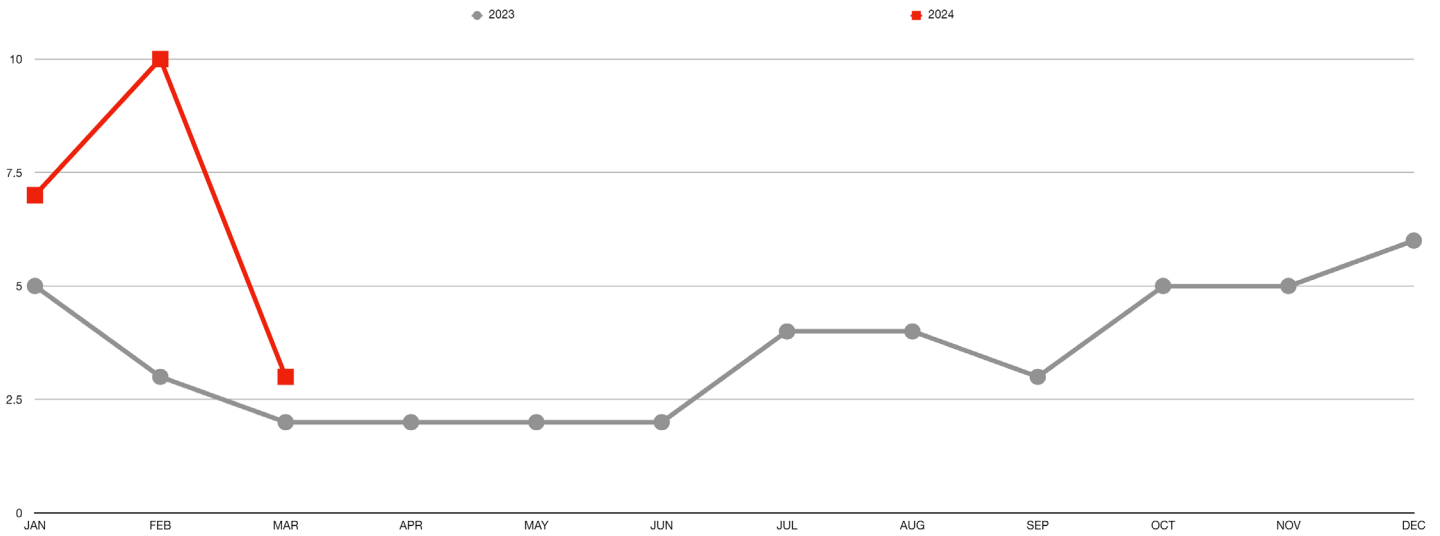


Year-Over-Year

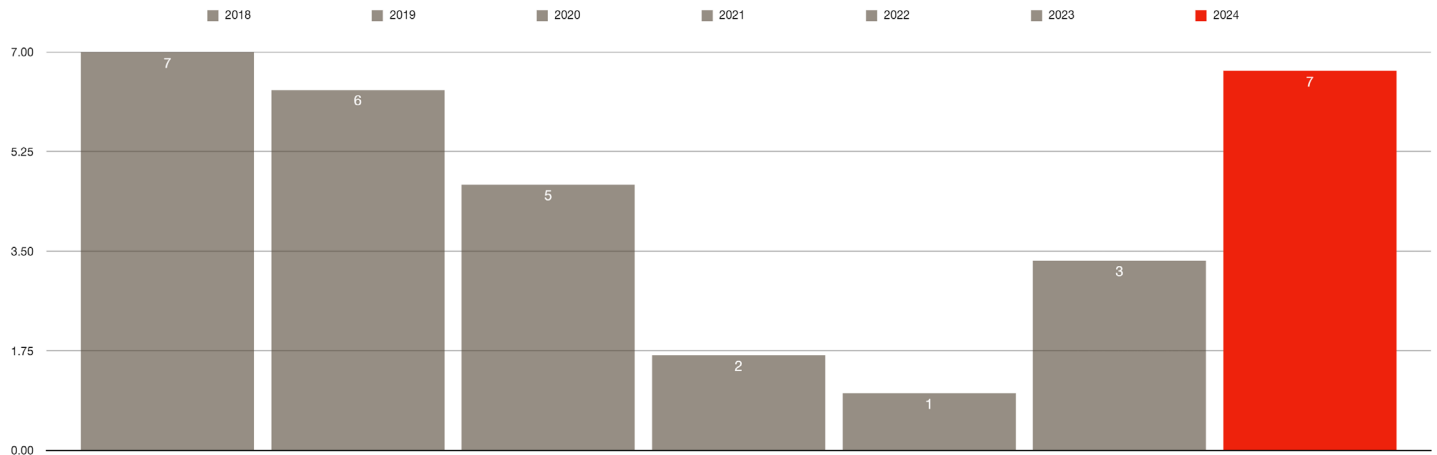


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

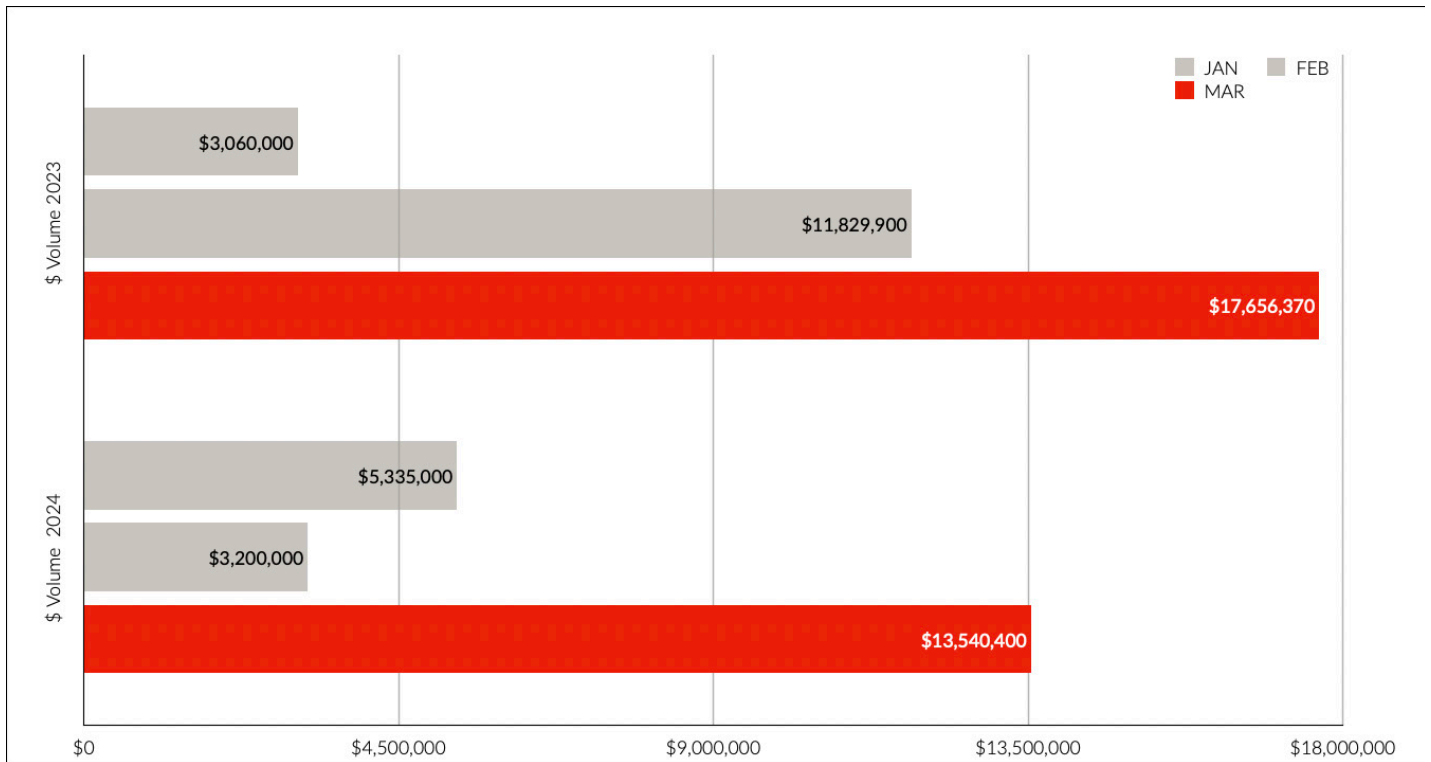


Month-Over-Month 2023 vs. 2024

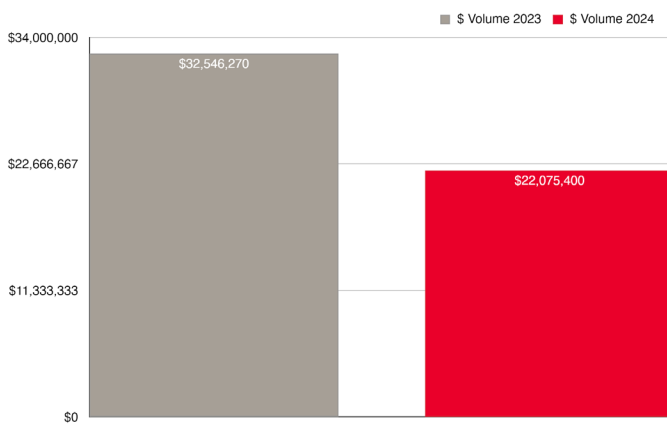


Year-Over-Year

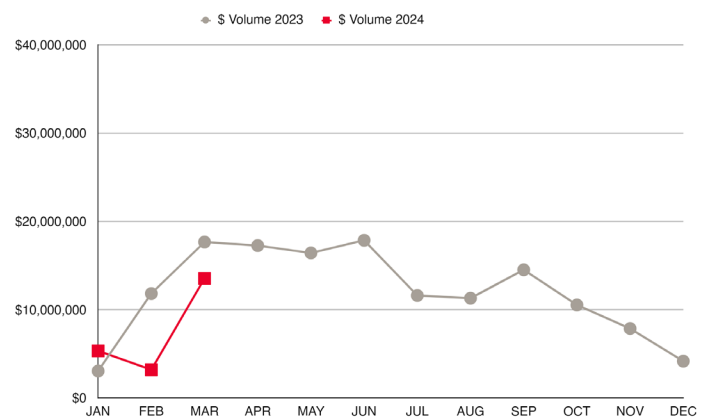
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

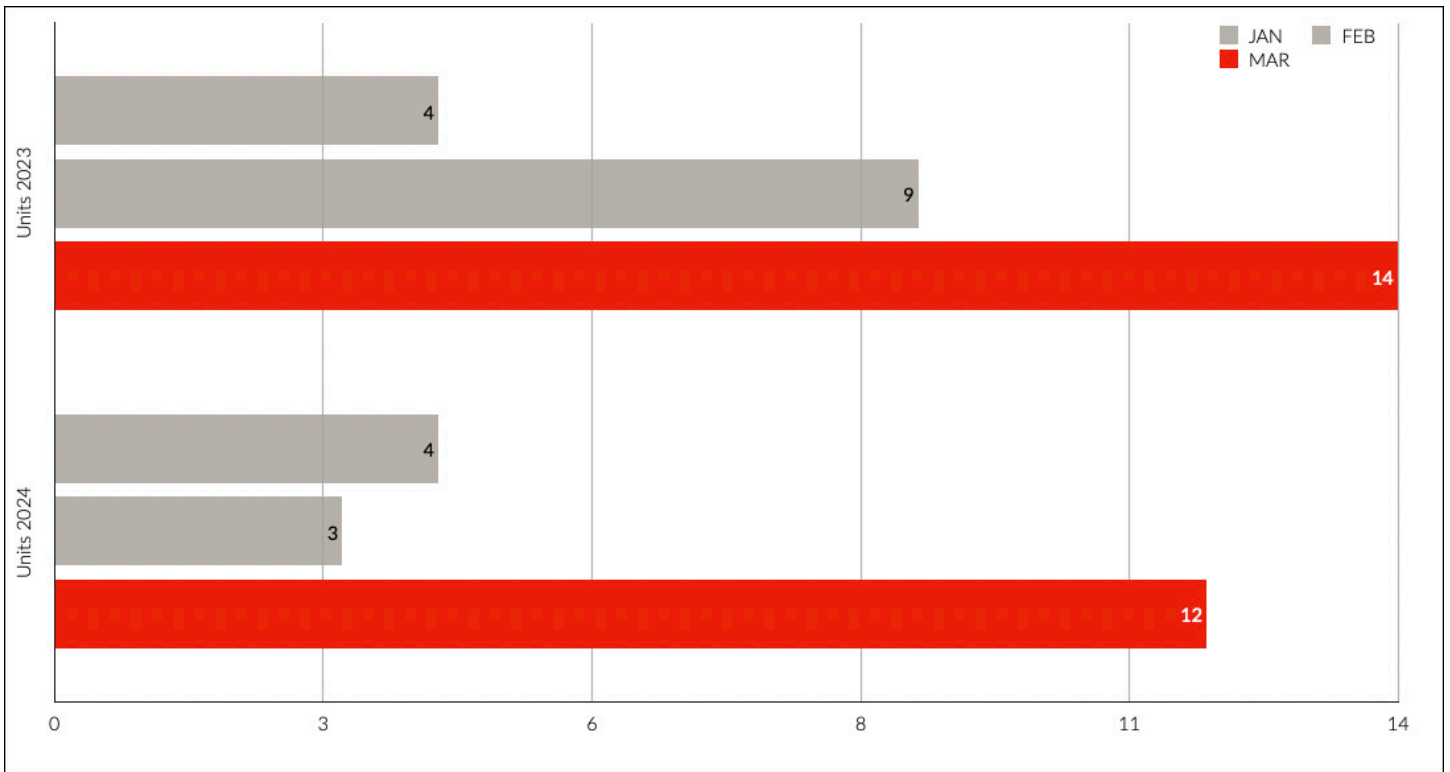


Yearly Totals 2023 vs. 2024

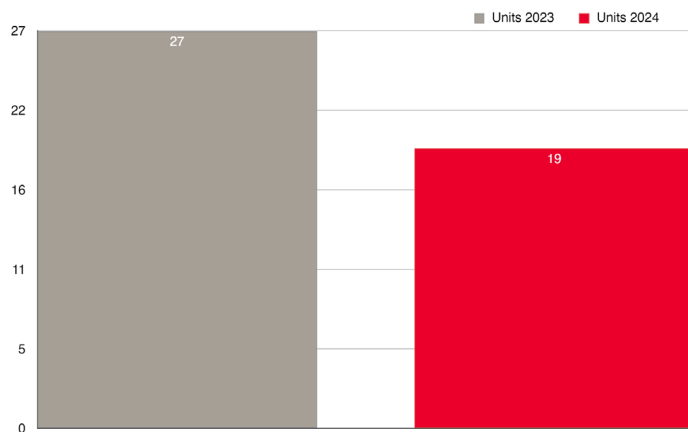


Month vs. Month 2023 vs. 2024

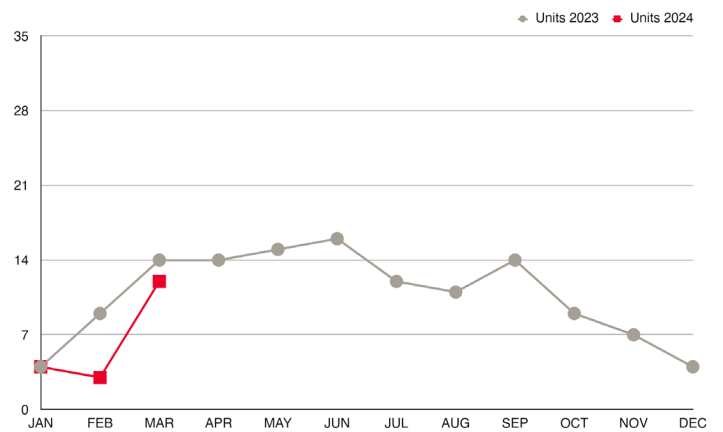
UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



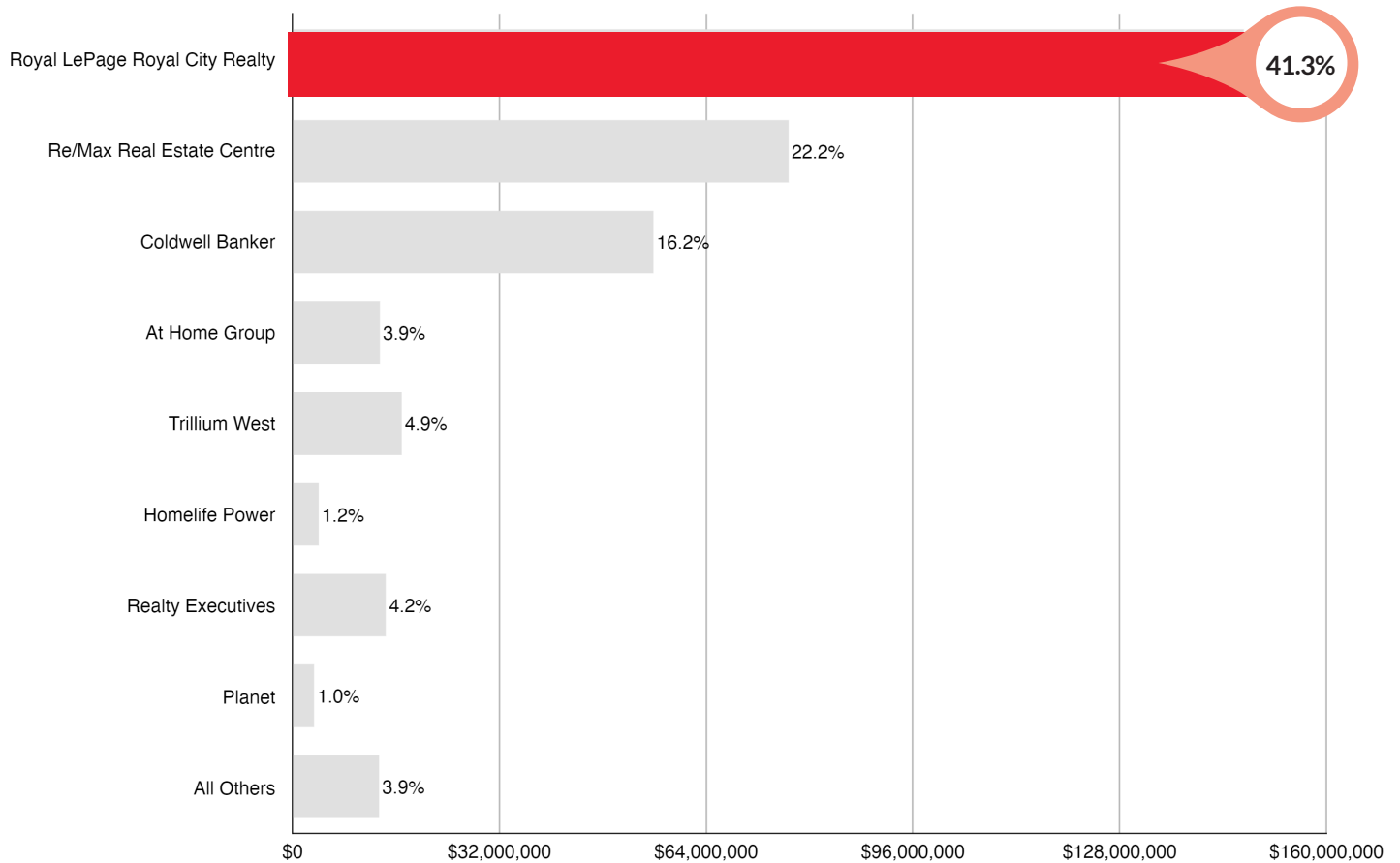
| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|-------------------------|--------------------|--------------------|
| YTD Sales Volume | \$22,075,400 -28.69% | \$0 -100% | \$0 -100% |
| YTD Unit Sales | 19 -20.83% | 0 -100% | 0 -100% |
| YTD Average Sale Price | \$1,161,863 -9.92% | \$0 -100% | \$0 -100% |
| March Sales Volume | \$13,540,400 -23.31% | \$0 No Change | \$0 -100% |
| March Unit Sales | 12 -14.29% | 0 No Change | 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 March 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

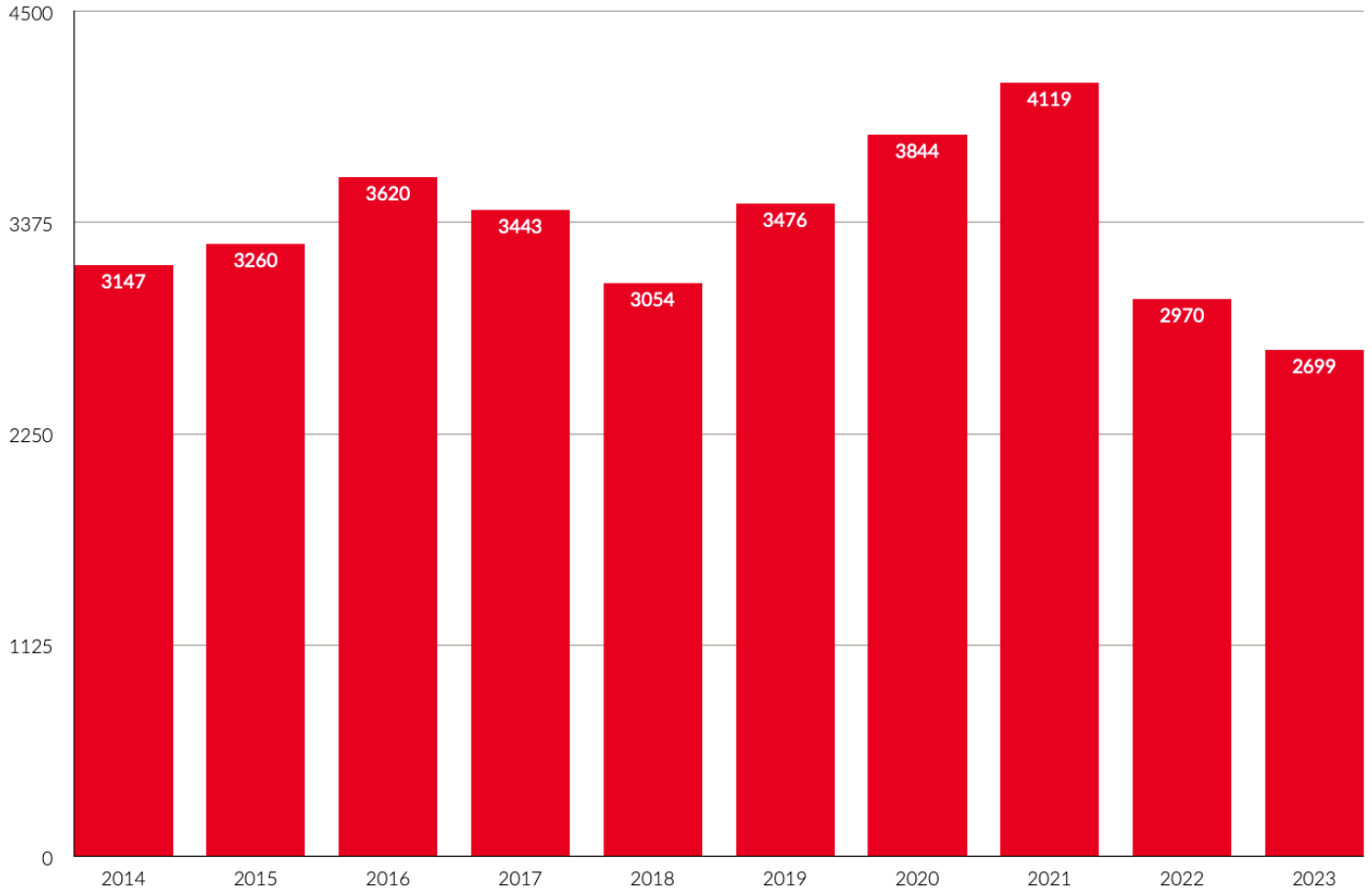


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
March 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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