



2024 APRIL

CITY OF GUELPH

Real Estate Market Report



OVERVIEW

BALANCED MARKET

The City of Guelph real estate market continues to be a balanced market despite both unit sales and sales volume being lower than they were this time last year. Both average and median sale prices dropped in comparison to last year, however, the significant increase in new listings and the jump in expired listings reflects a shift in market dynamics. Despite these changes, the market still shows signs of stability.



April year-over-year sales volume of \$134,935,337

Down 7.98% from 2023's \$146,642,552 with unit sales of 168 down 5.62% from last April's 178. New listings of 313 are up 41.63% from a year ago, with the sales/listing ratio of 53.67% down 26.87%.



Year-to-date sales volume of \$452,300,580

Down 2.59% from 2023's \$464,308,733 with unit sales of 571 down from 599 in 2023. New listings of 1,005 are up 20.22% from a year ago, with the sales/listing ratio of 56.82% down 14.83%.



Year-to-date average sale price of \$790,074

Up from \$767,469 one year ago with median sale price of \$761,750 up from \$738,000 one year ago. Average days-on-market of 25.75 is up 5.5 days from last year.

APRIL NUMBERS

Median Sale Price

\$773,500

-2.7%

Average Sale Price

\$803,187

-2.51%

Sales Volume

\$134,935,337

-7.98%

Unit Sales

168

-5.62%

New Listings

313

+41.63%

Expired Listings

11

+83.33%

Unit Sales/Listings Ratio

53.67%

-26.87%

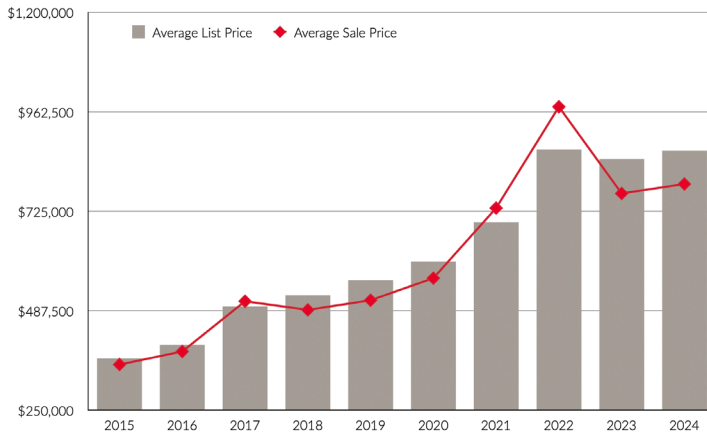
*Year-over-year comparison
(April 2024 vs. April 2023)*

THE MARKET IN DETAIL

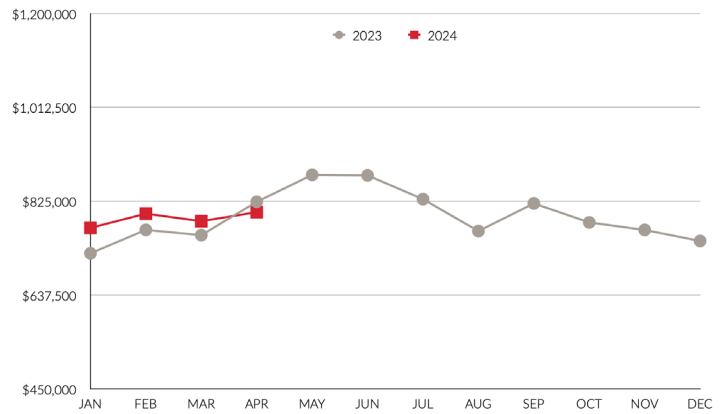
| | 2022 | 2023 | 2024 | 2023-2024 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$834,719,234 | \$464,308,733 | \$452,300,580 | -2.59% |
| YTD Unit Sales | 857 | 599 | 571 | -4.67% |
| YTD New Listings | 1,314 | 836 | 1,005 | +20.22% |
| YTD Sales/Listings Ratio | 65.22% | 71.65% | 56.82% | -14.83% |
| YTD Expired Listings | 11 | 31 | 71 | +129.03% |
| Monthly Volume Sales | \$203,987,287 | \$146,642,552 | \$134,935,337 | -7.98% |
| Monthly Unit Sales | 206 | 178 | 168 | -5.62% |
| Monthly New Listings | 418 | 221 | 313 | +41.63% |
| Monthly Sales/Listings Ratio | 49.28% | 80.54% | 53.67% | -26.87% |
| Monthly Expired Listings | 2 | 6 | 11 | +83.33% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | No Change |
| YTD Sales: \$200k-349K | 3 | 1 | 2 | +100% |
| YTD Sales: \$350K-\$549K | 37 | 101 | 82 | -18.81% |
| YTD Sales: \$550K-\$749K | 152 | 196 | 187 | -4.59% |
| YTD Sales: \$750K-\$999K | 341 | 218 | 212 | -2.75% |
| YTD Sales: \$1M+ | 324 | 83 | 88 | +6.02% |
| YTD Average Days-On-Market | 8.00 | 20.25 | 25.75 | +27.16% |
| YTD Average Sale Price | \$974,376 | \$767,469 | \$790,074 | +2.95% |
| YTD Median Sale Price | \$919,375 | \$738,000 | \$761,750 | +3.22% |

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

AVERAGE SALE PRICE

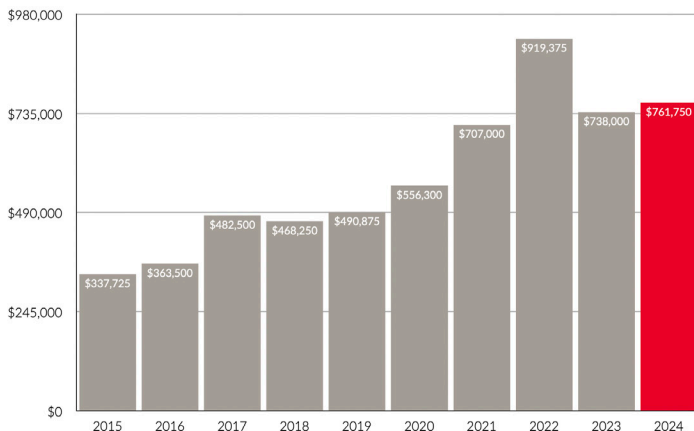


Year-Over-Year

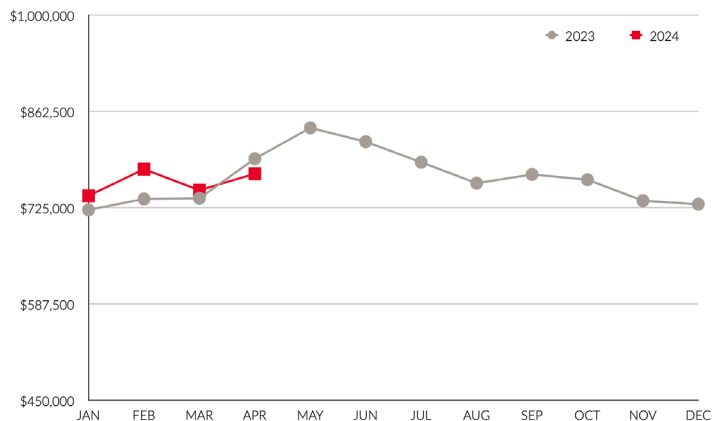


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



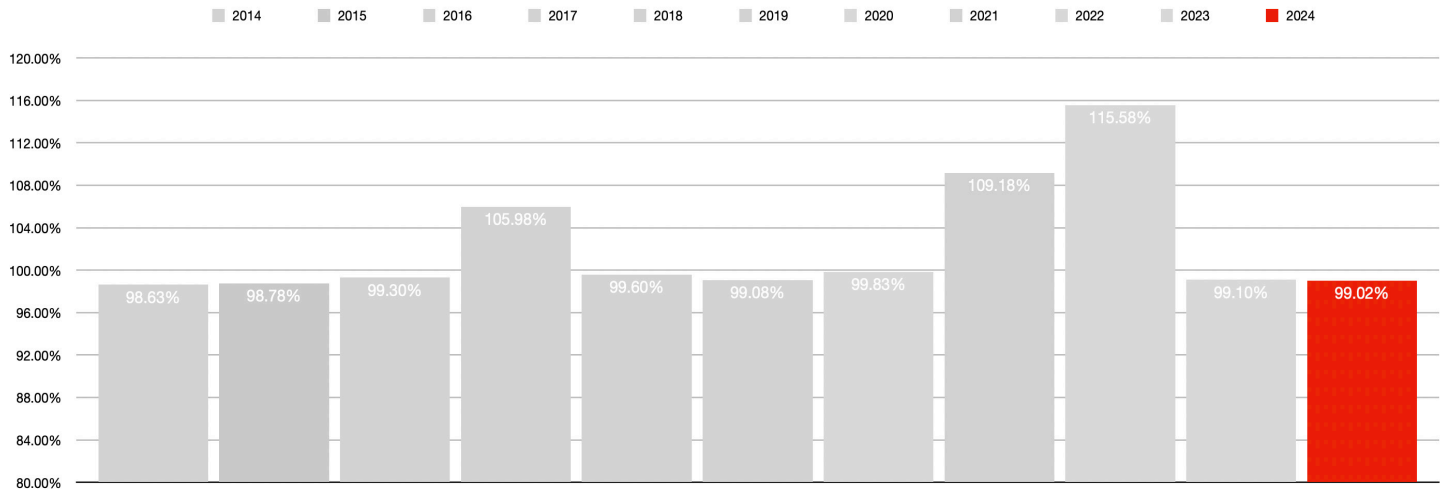
Year-Over-Year



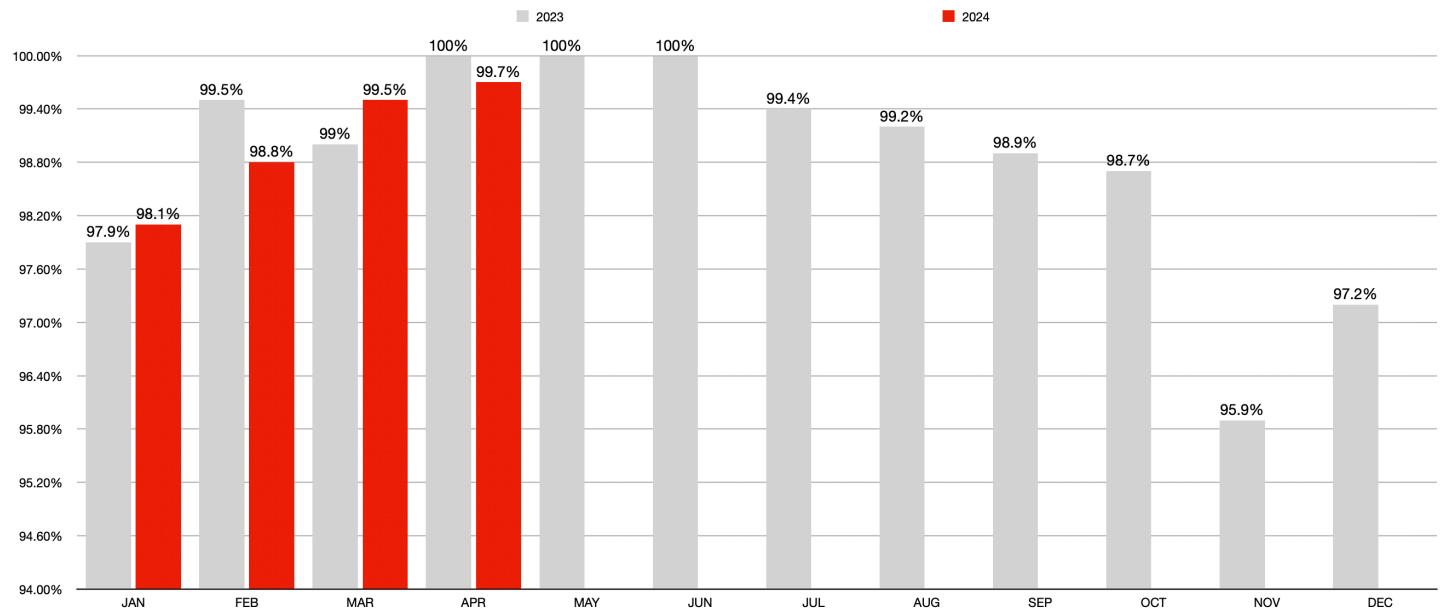
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

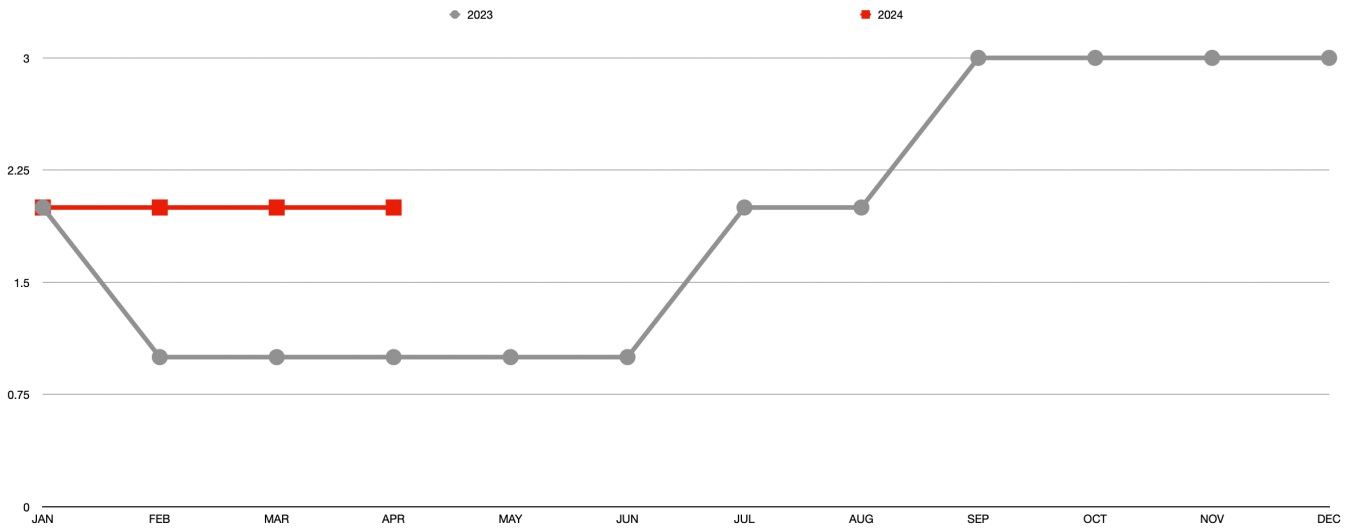


Year-Over-Year

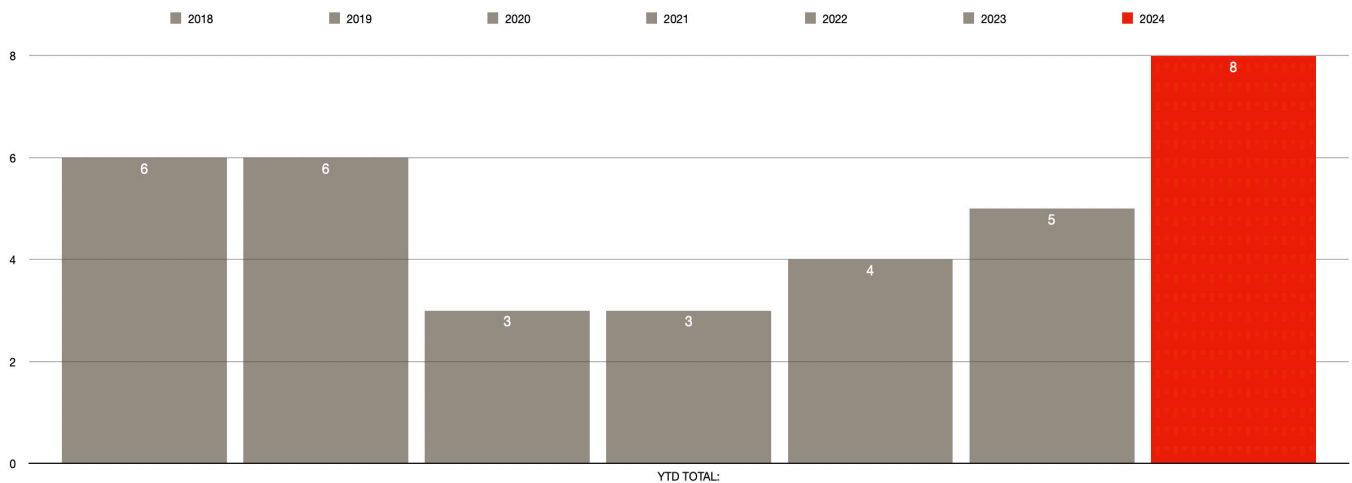


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

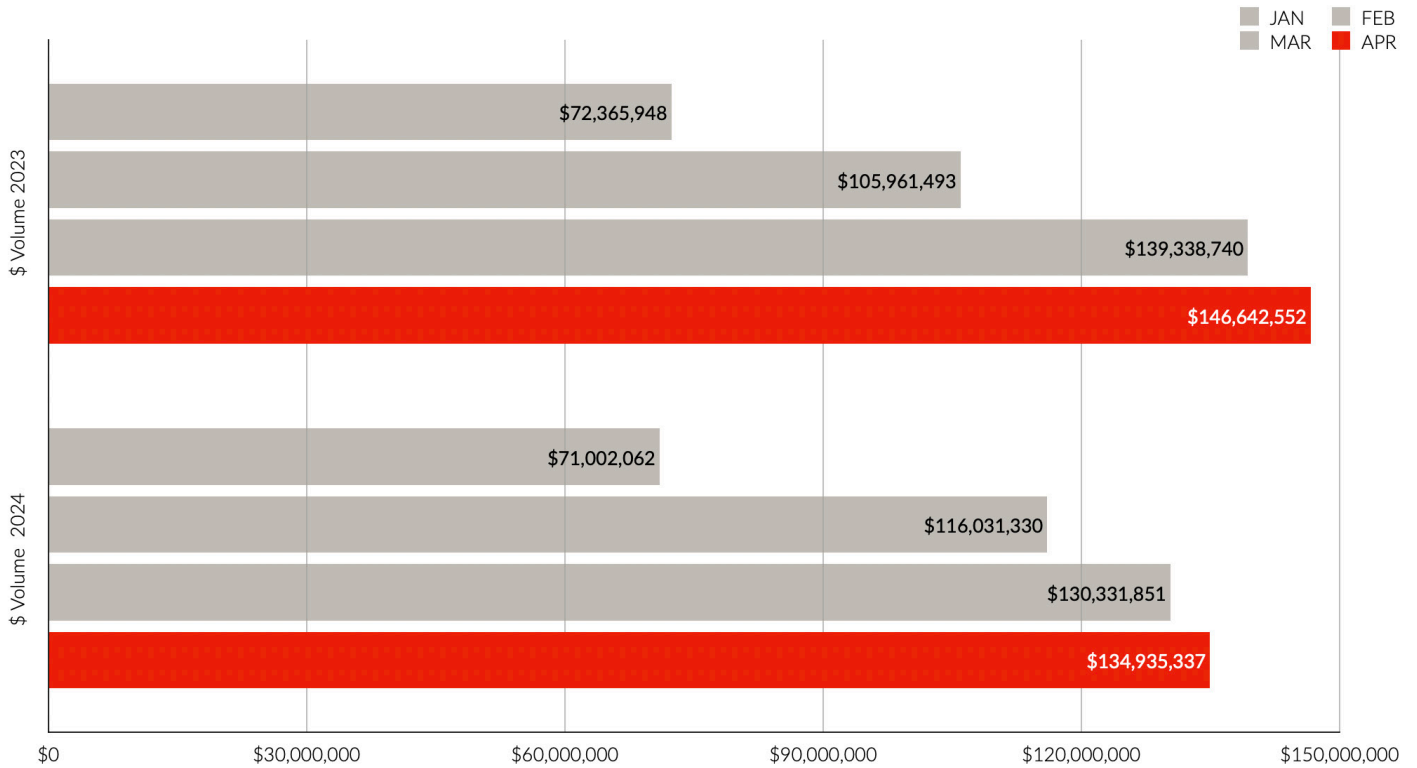


Month-Over-Month 2023 vs. 2024

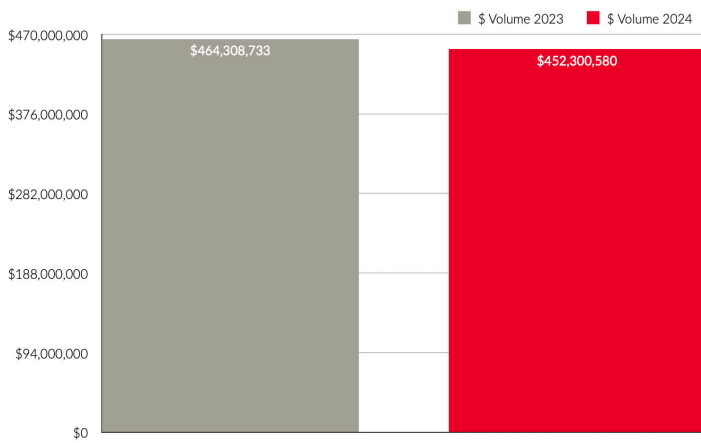


Year-Over-Year

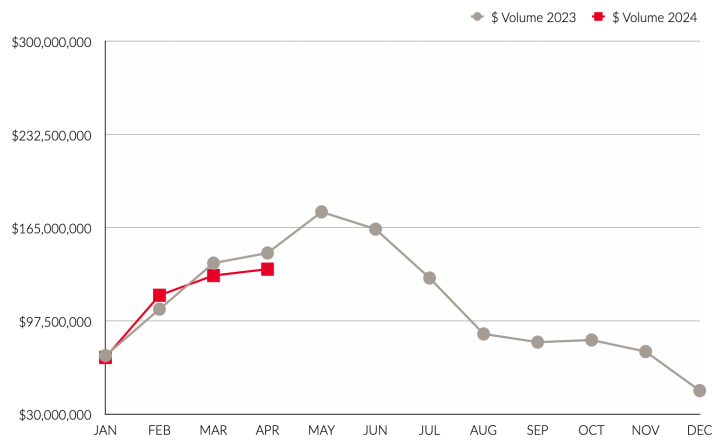
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

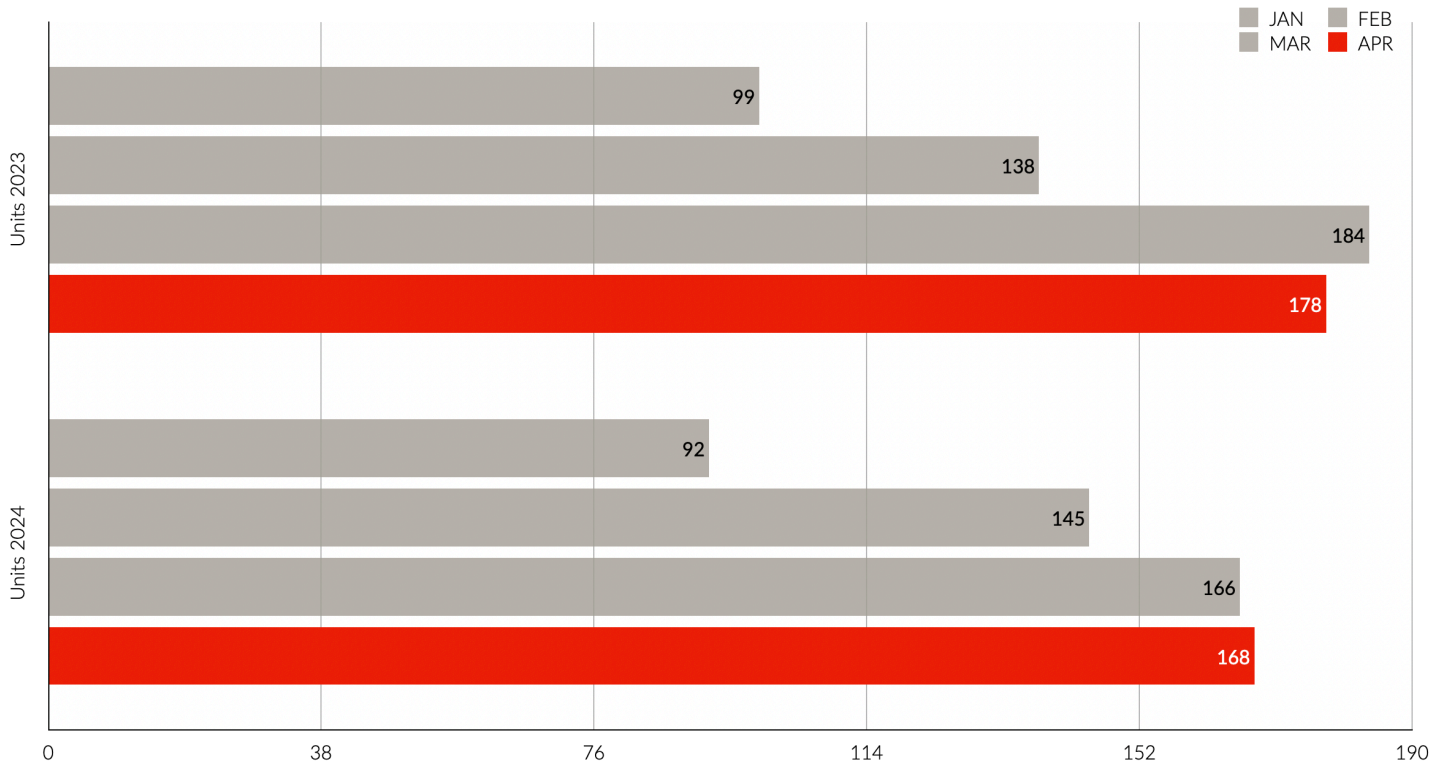


Yearly Totals 2023 vs. 2024

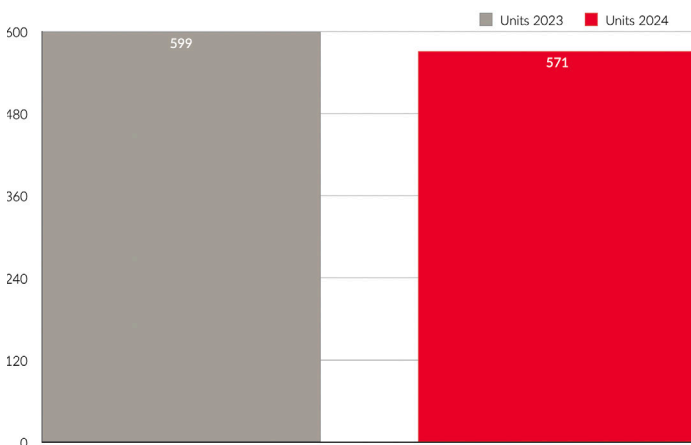


Month vs. Month 2023 vs. 2024

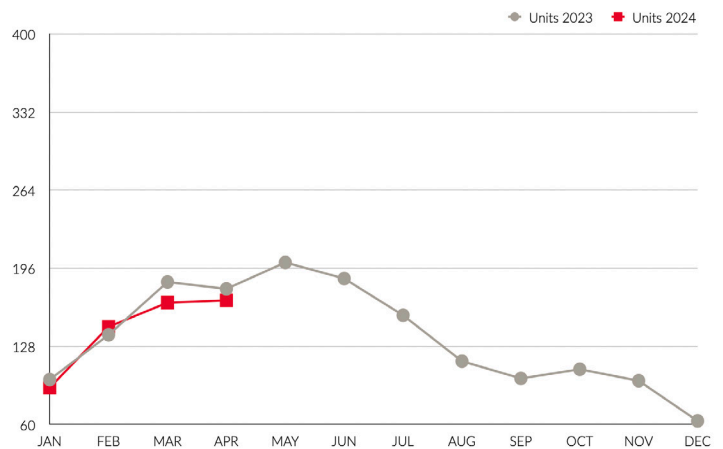
UNIT SALES



Monthly Comparison 2023 vs. 2024

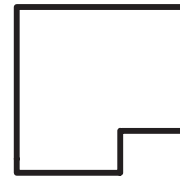


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|-------------------------------|-----------------------------|-----------------------------|--------------------|
| YTD Sales Volume | \$300,780,805 -4.03% | \$133,885,375 -6.37% | \$0 -100% |
| YTD Unit Sales | 335 -5.63% | 214 -8.55% | 0 -100% |
| YTD Average Sale Price | \$897,853 +1.7% | \$625,633 +2.38% | No change |
| April Sales Volume | \$86,409,951 -0.48% | \$43,086,900 -16.23% | \$0 -100% |
| April Unit Sales | 97 -2.02% | 67 -20.24% | 0 -100% |

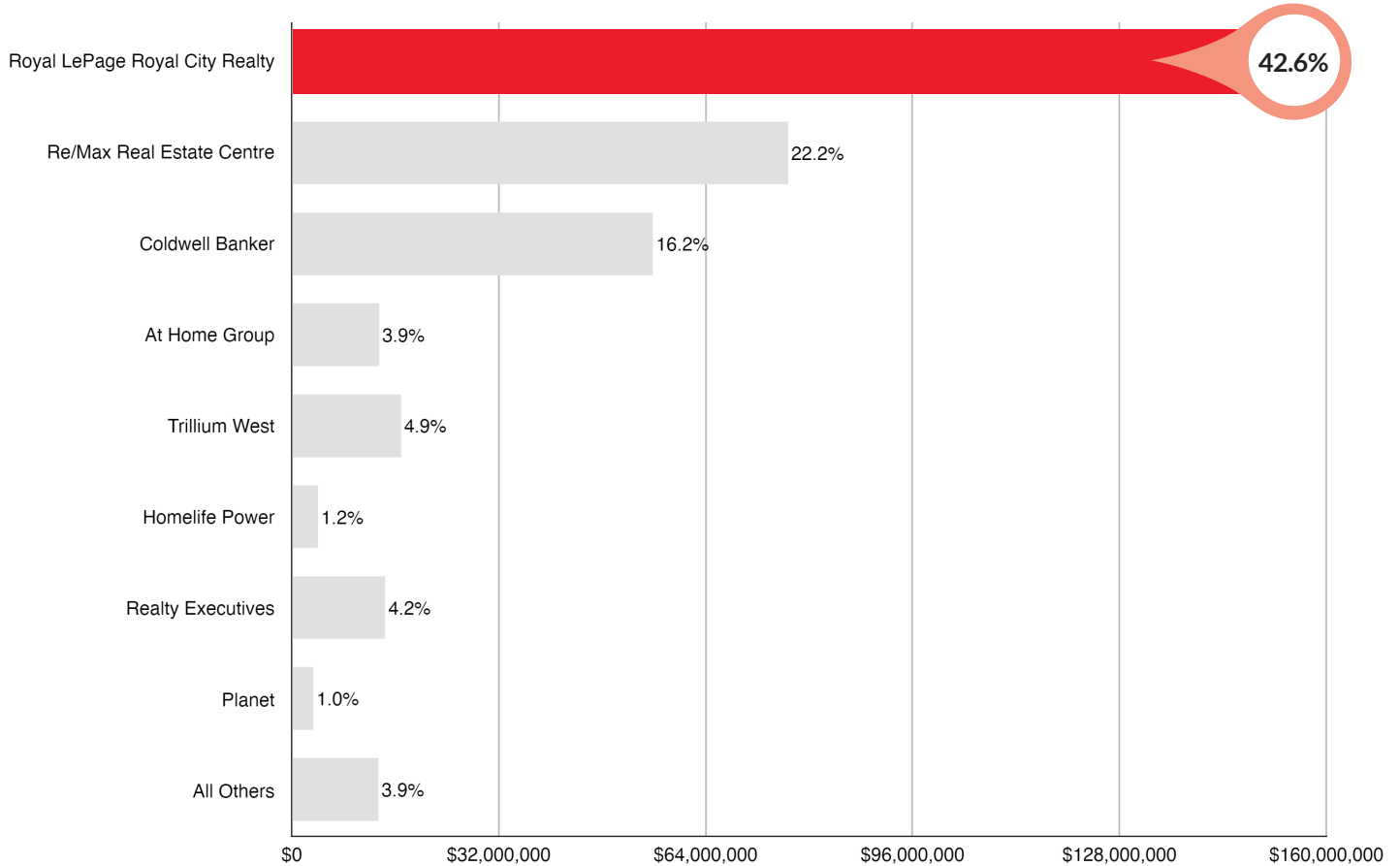
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of April 1, 2024.

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

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



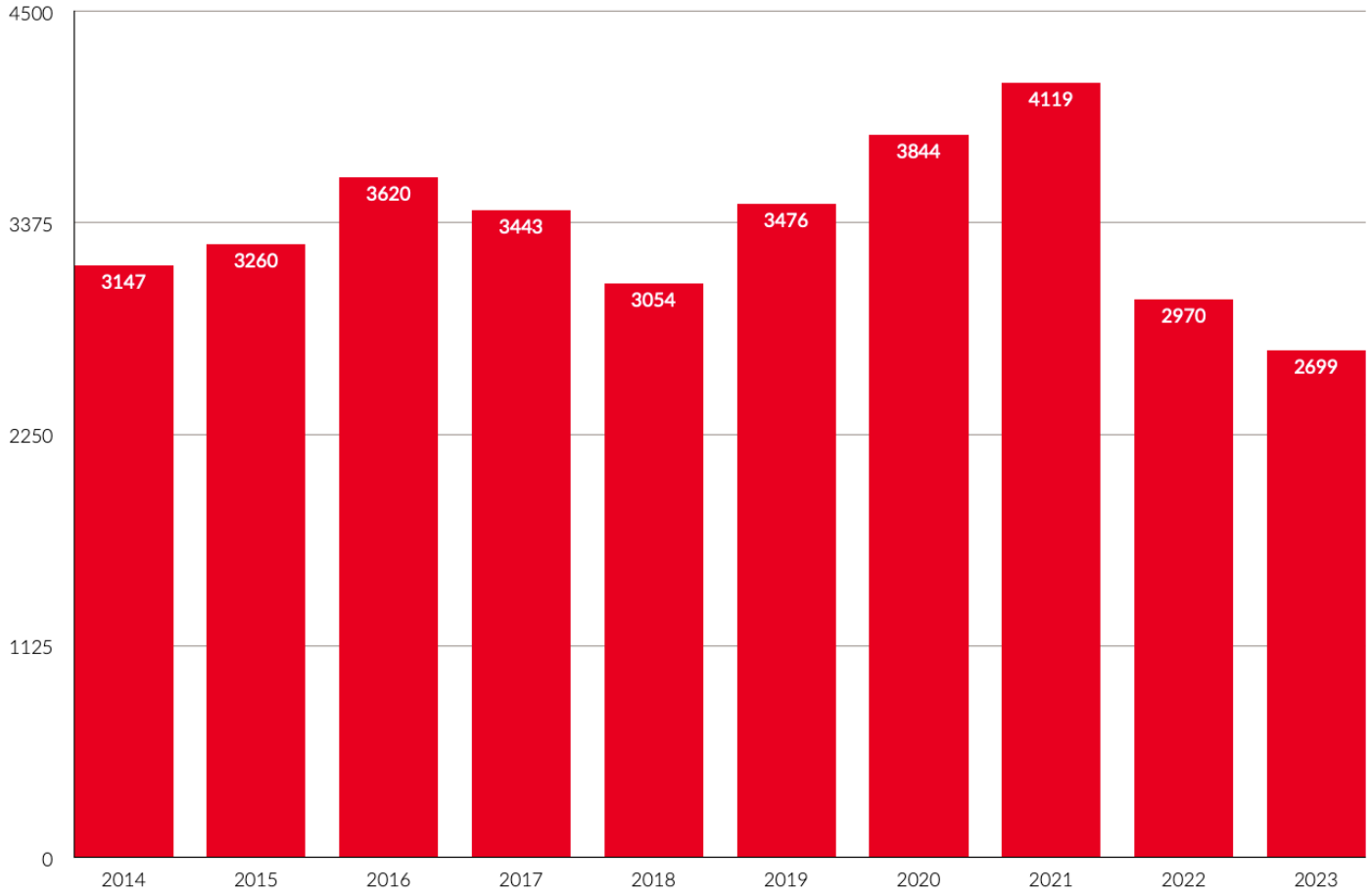
MARKET DOMINANCE



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



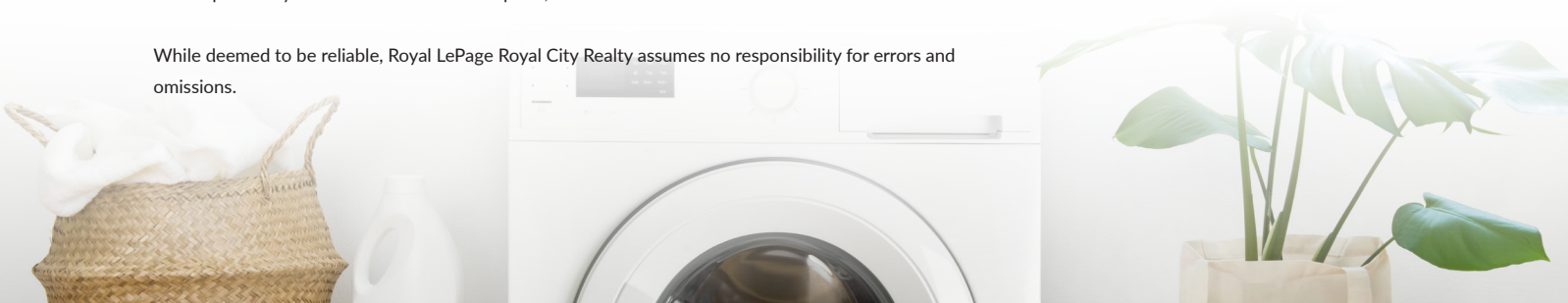
10 YEAR MARKET ANALYSIS



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



ROCKWOOD

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

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