



2024 JUNE

GUELPH/ERAMOSIA Real Estate Market Report



OVERVIEW

BUYER'S MARKET

The real estate market in **Guelph/Eramosa** remains a buyers market this month due to continued drops in unit sales and increase in new listings. Both the monthly year-to-date median sale price and the average sale price have dropped a bit. It is important to note that this market is smaller, and more prone of erratic change.

June year-over-year sales volume of \$13,225,400



Down 25.93% from 2023's \$17,856,155 with unit sales of 13 that are down 18.75% from last June's 16. New listings of 38 are up 2.7% from 2023, with the sales/listing ratio of 34.21% down by 9.03% in 2023.

Year-to-date sales volume of \$56,976,800



Down 32.24% from 2023's \$84,081,324 with unit sales of 53 down from the 72 in 2023. New listings of 167 are up 28.46% from a year ago, with the sales/listing ratio of 31.74 % down by 23.65%.

Year-to-date average sale price of \$1,104,465



Down from \$1,150,145 a year ago with median sale price of \$966,725 down from \$1,025,250 a year ago. Average days-on-market of 29 is down 4 days from last year.

JUNE NUMBERS

Median Sale Price

\$968,500

-4.58%

Average Sale Price

\$1,017,338

-8.84%

Sales Volume

\$13,225,400

-25.93%

Unit Sales

13

-18.75%

New Listings

38

+2.7%

Expired Listings

2

Up 2

Unit Sales/Listings Ratio

34.21%

-9.03%

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

THE MARKET IN DETAIL

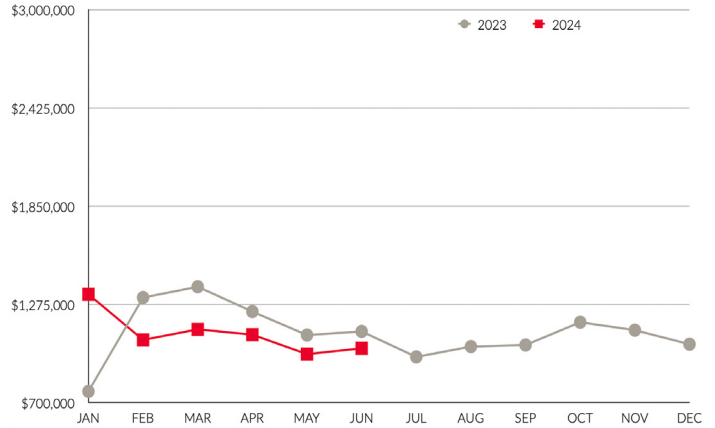
	2022	2023	2024	2023-2024
YTD Volume Sales	\$110,090,424	\$84,081,324	\$56,976,800	-32.24%
YTD Unit Sales	79	72	53	-26.39%
YTD New Listings	149	130	167	+28.46%
YDT Sales/Listings Ratio	53.02%	55.38%	31.74%	-23.65%
YTD Expired Listings	4	6	17	+183.33%
Monthly Volume Sales	\$15,583,000	\$17,856,155	\$13,225,400	-25.93%
Monthly Unit Sales	10	16	13	-18.75%
Monthly New Listings	32	37	38	+2.7%
Monthly Sales/Listings Ratio	31.25%	43.24%	34.21%	-9.03%
Monthly Expired Listings	1	0	2	Up 2
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	0	4	2	-50%
YTD Sales: \$550K-\$749K	3	5	3	-40%
YTD Sales: \$750K-\$999K	16	21	21	No Change
YTD Sales: \$1M- \$2M	50	39	26	-33.33%
YTD Sales: \$2M+	60	43	2	-95.35%
YTD Average Days-On-Market	21.33	33.00	29.17	-11.62%
YTD Average Sale Price	\$1,413,376	\$1,150,145	\$1,104,465	-3.97%
YTD Median Sale Price	\$1,215,500	\$1,025,250	\$966,725	-5.71%

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

AVERAGE SALE PRICE

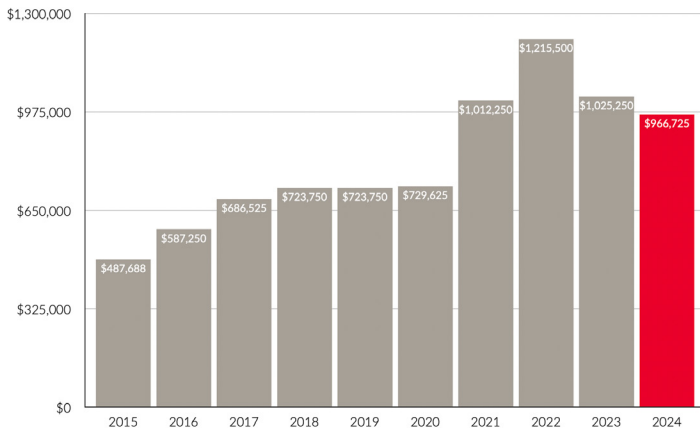


Year-Over-Year

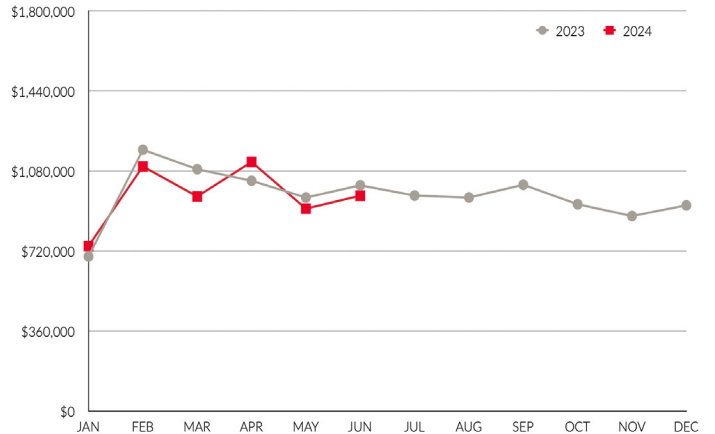


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



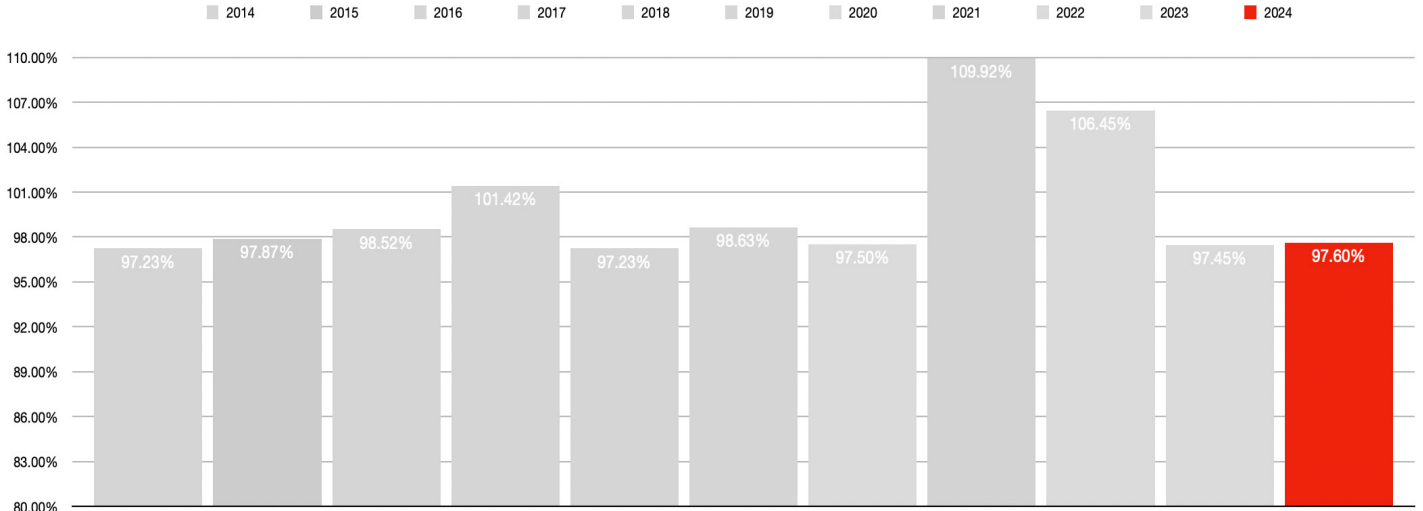
Year-Over-Year



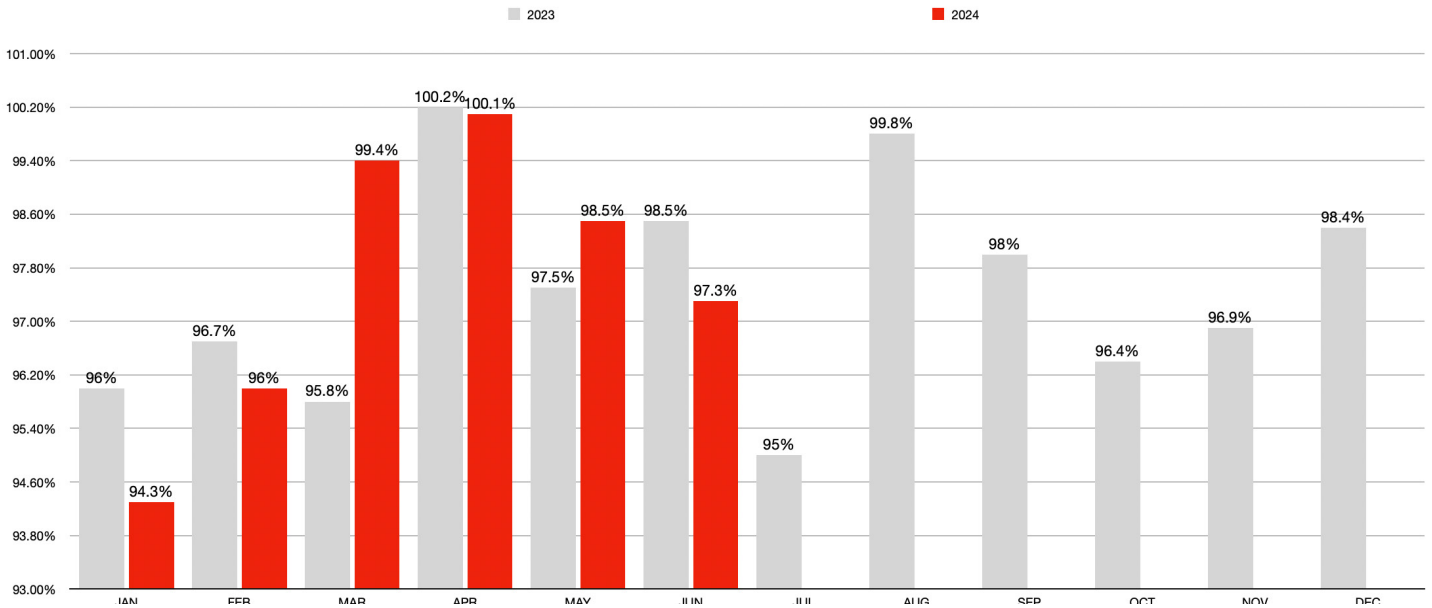
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

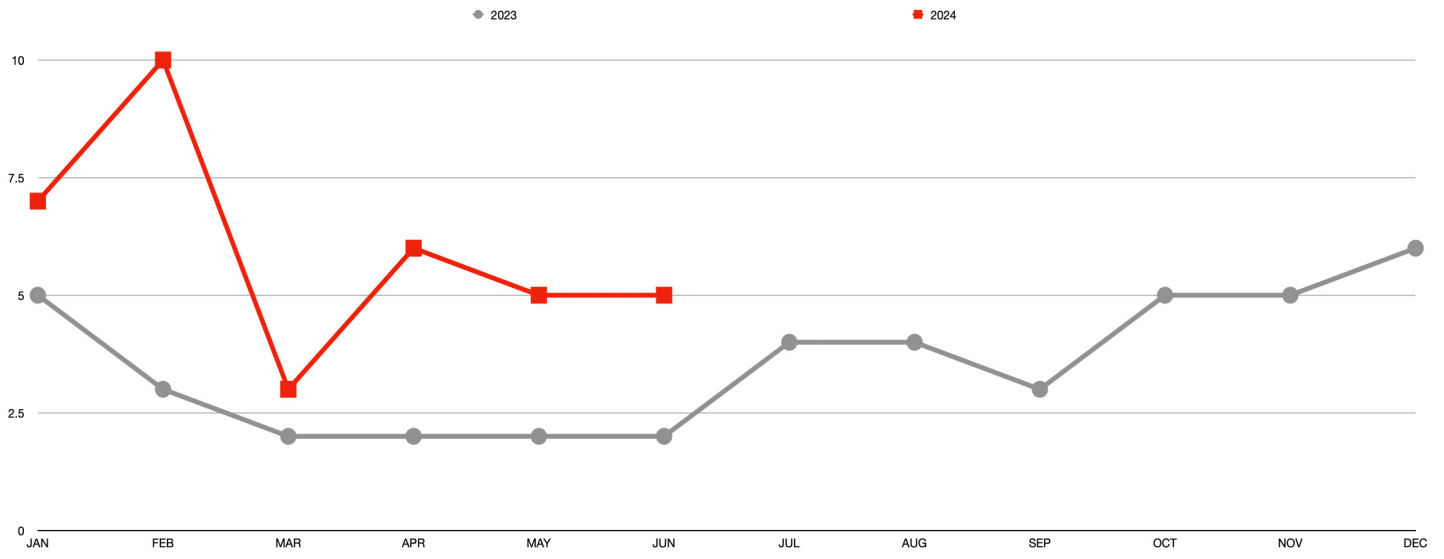


Year-Over-Year

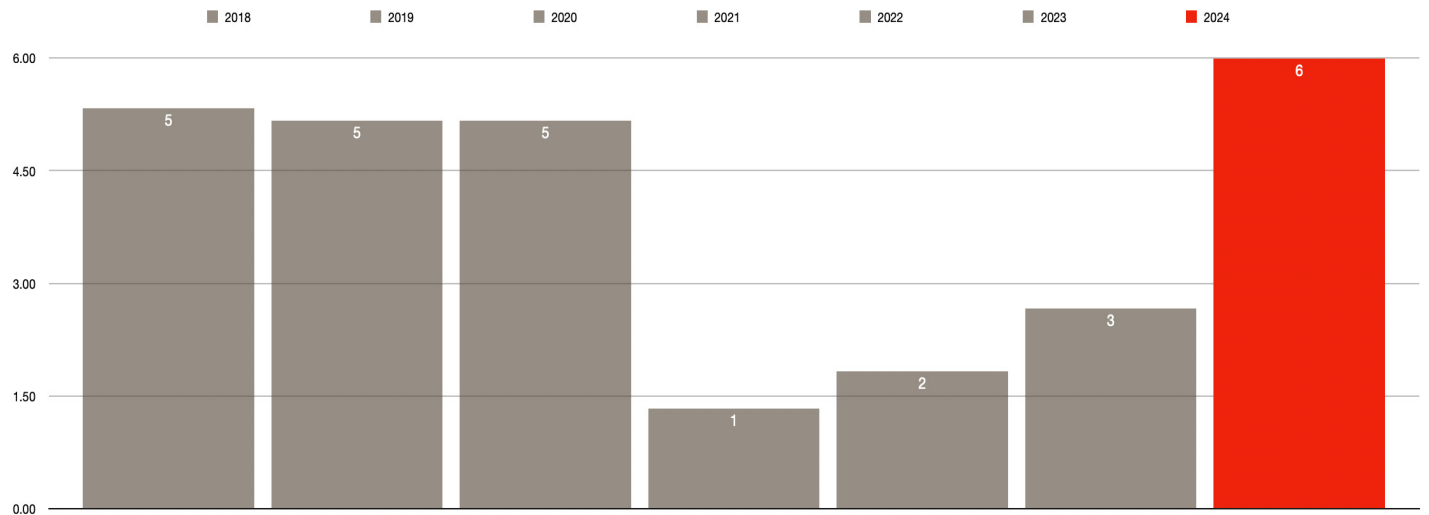


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

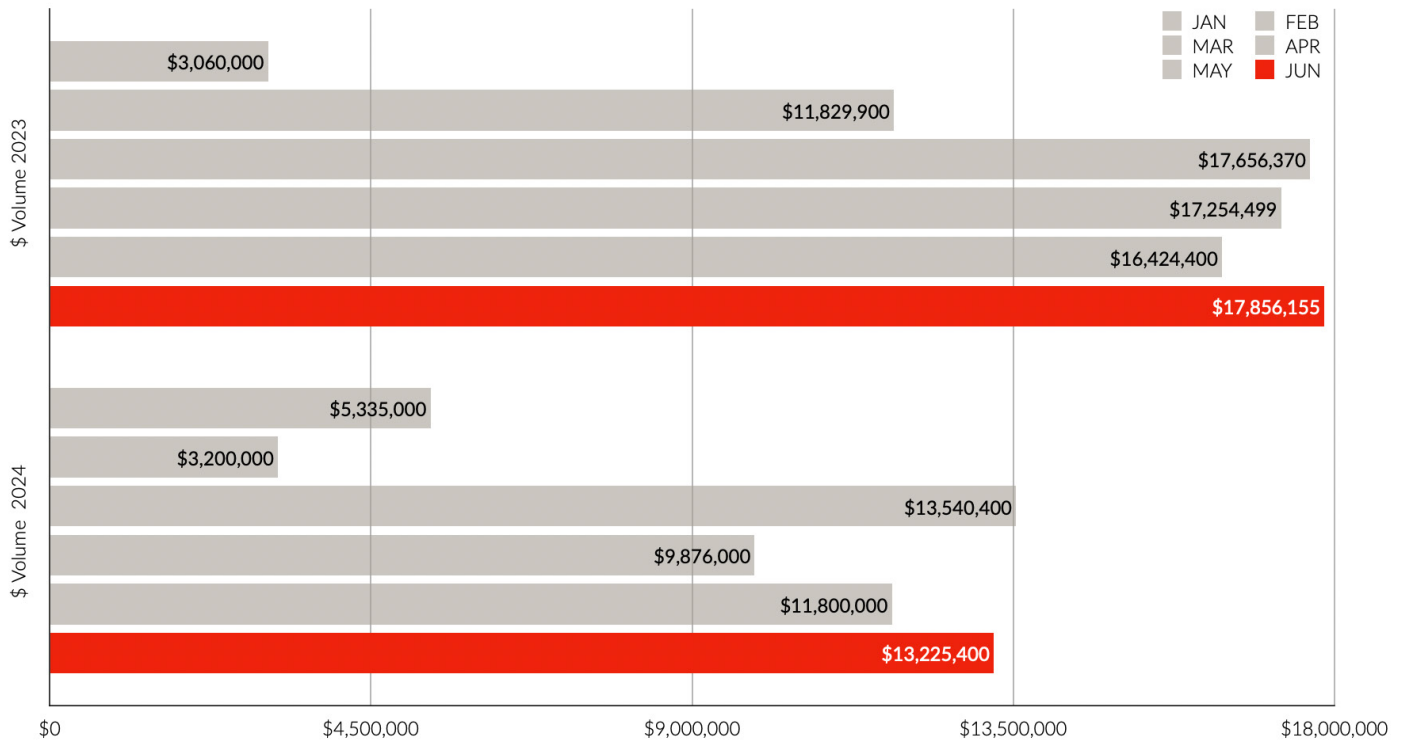


Month-Over-Month 2023 vs. 2024

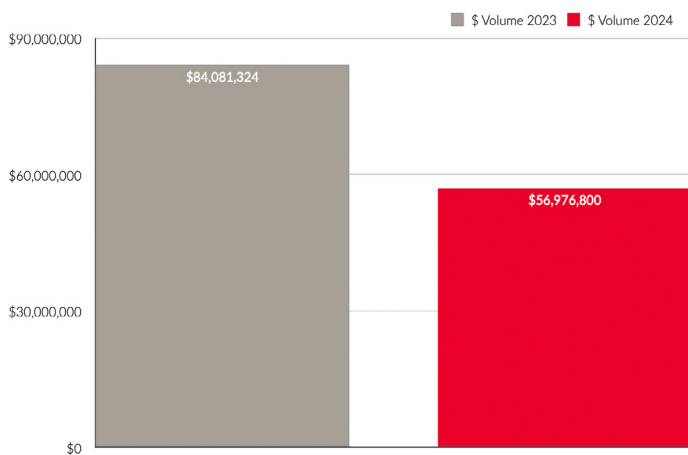


Year-Over-Year

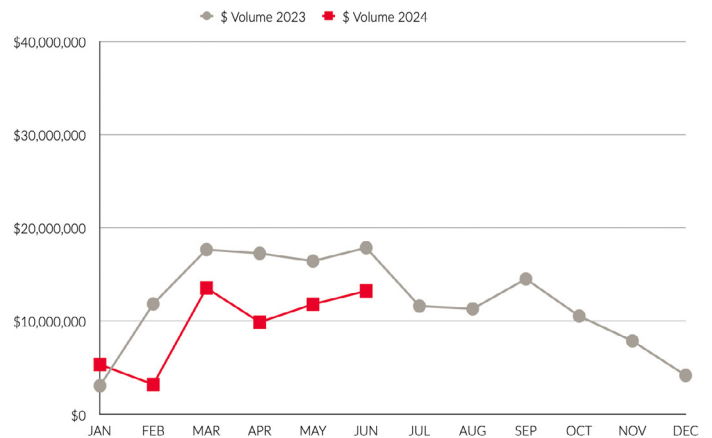
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

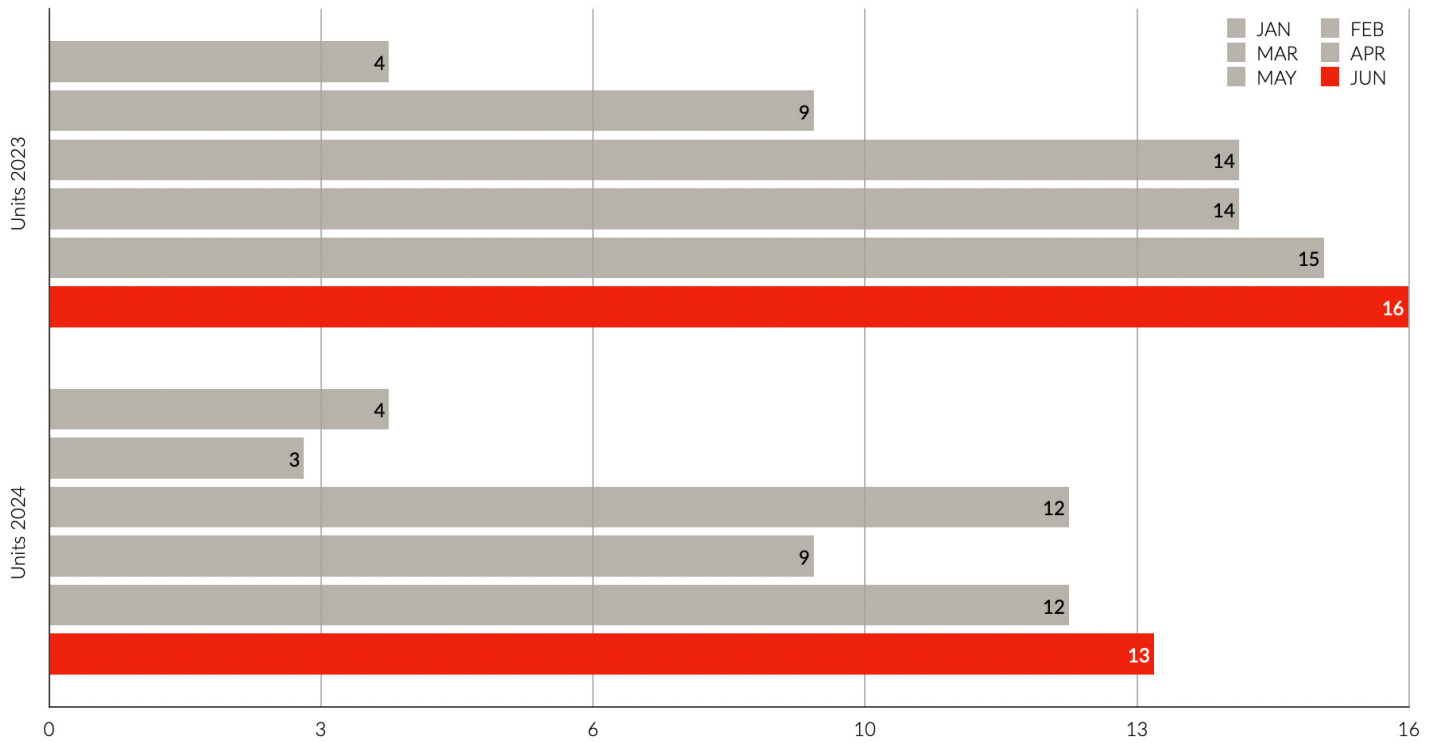


Yearly Totals 2023 vs. 2024

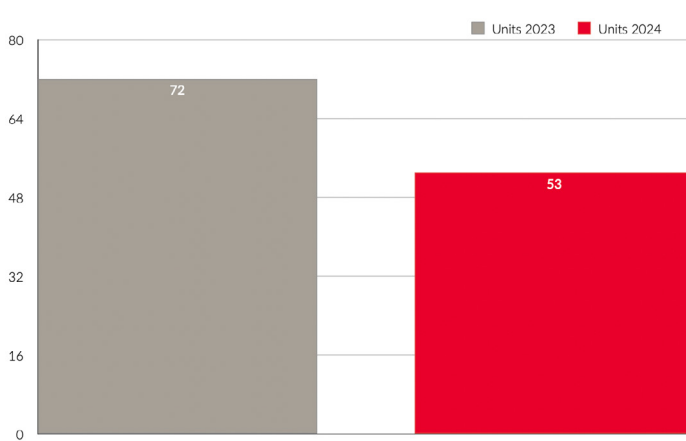


Month vs. Month 2023 vs. 2024

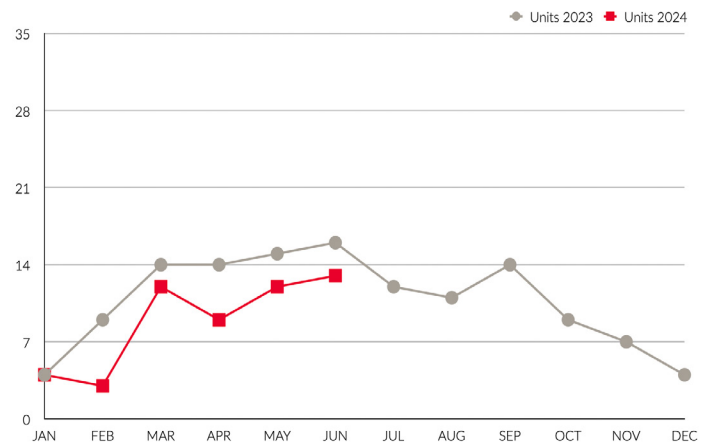
UNIT SALES



Monthly Comparison 2023 vs. 2024

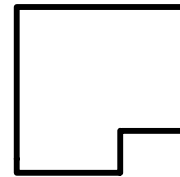


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



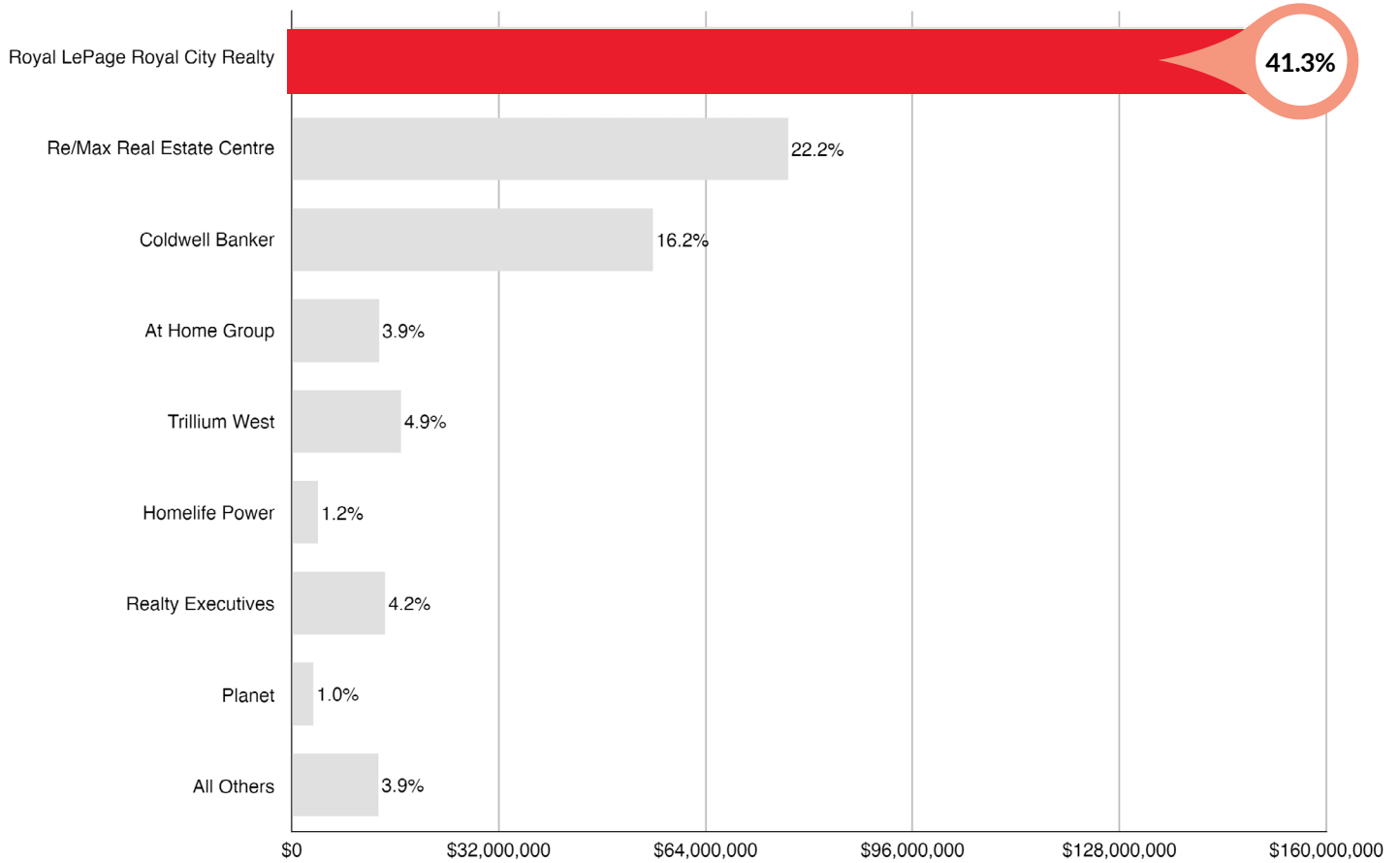
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$53,094,800 -32.33%	↓ \$3,882,000 -15.32%	↓ \$910,000 -85.67%
YTD Unit Sales	↓ 48 -25%	↓ 5 -28.57%	↓ 1 -80%
YTD Average Sale Price	↓ \$1,106,142 -9.77%	↑ \$776,400 +18.55%	↓ \$910,000.00 -28.35%
June Sales Volume	↓ \$10,853,400 -39.22%	↑ \$2,372,000 Up from \$0	↓ \$0 -100%
June Unit Sales	↓ 10 -37.5%	↑ 3 Up from 0	↓ 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 June 1, 2024.

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

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MARKET DOMINANCE

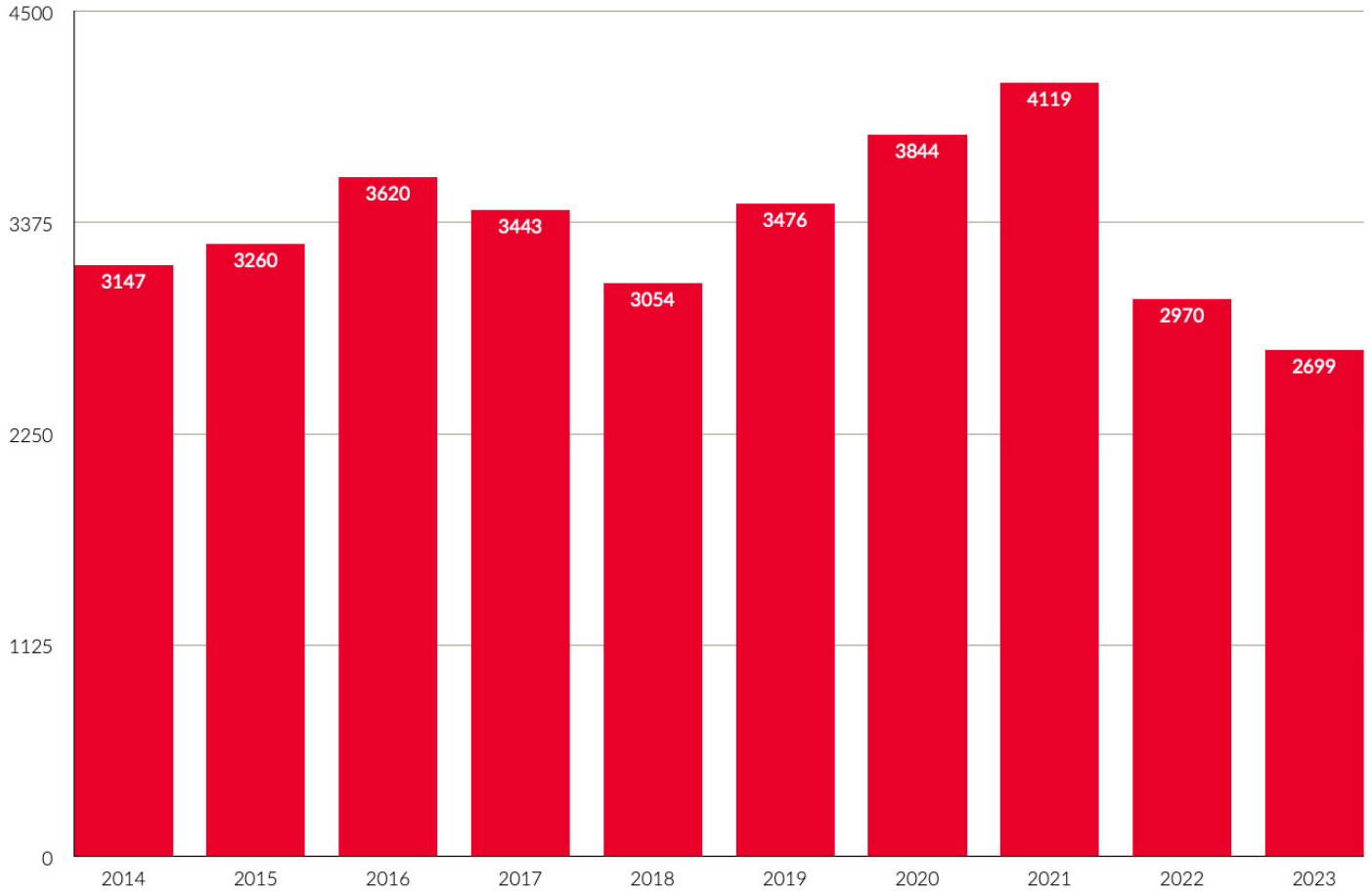


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
June 2024



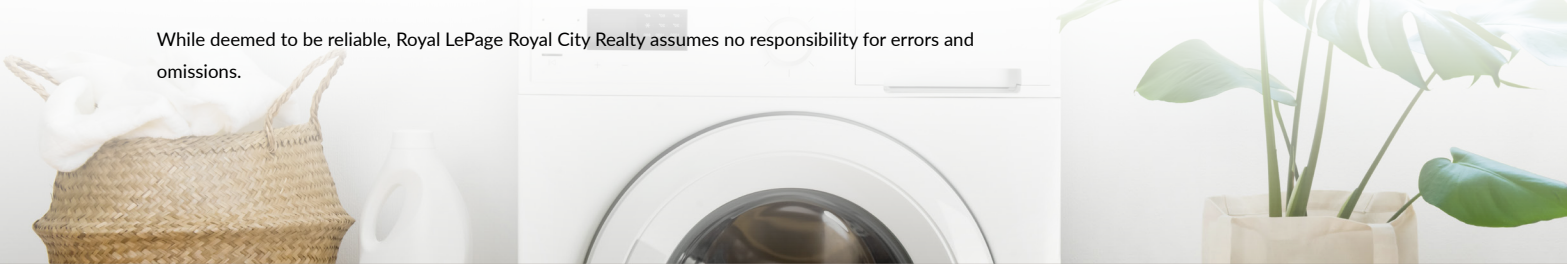
10 YEAR MARKET ANALYSIS



Units Sold

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OUR LOCATIONS



ELORA

519-846-1365
9 Mill Street E., Elora



FERGUS

519-843-1365
162 St. Andrew Street E., Fergus



GUELPH

519-824-9050
30 Edinburgh Road N., Guelph



ROCKWOOD

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

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