



2022 DECEMBER

CITY OF GUELPH

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com



OVERVIEW

BALANCED MARKET

The City of Guelph real estate market ends the year as a balanced market. New listings continue to rise as unit sales remain consistently lower than this time last year. The year-to-date average sales price has finally fallen lower than it was last year, which may indicate some larger changes coming in the new year.



December year-over-year sales volume of \$52,630,294

Down 49.18% from 2021's \$103,552,279 with unit sales of 100 down 13.79% from last December's 116. New listings of 121 are up 21% from a year ago, with the sales/listing ratio of 82.64% down 33.36%.



Year-to-date sales volume of \$1,762,249,466

Down 17.97% from 2021's \$2,148,178,586 with unit sales of 2,246 down 17.85% from 2021's 2,734. New listings of 3,890 are up 19.4% from a year ago, with the sales/listing ratio of 57.74% down 26.18%.



Year-to-date average sale price of \$779,447

Down from \$790,447 one year ago with median sale price of \$768,250 up from \$727,500 one year ago. Average days-on-market of 22.08 is up 10.16 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$697,500

-19.83%

Sales Volume

\$52,630,294

-49.18%

Unit Sales

100

-13.79%

New Listings

121

+21%

Expired Listings

69

+590%

Unit Sales/Listings Ratio

82.64%

-33.36%

*Year-over-year comparison
(December 2022 vs. December 2021)*

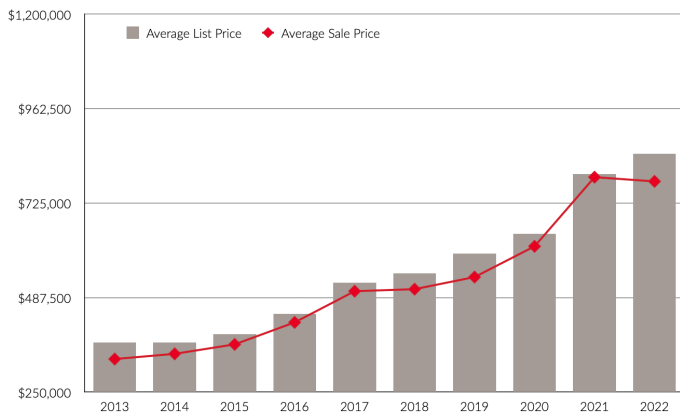


THE MARKET IN DETAIL

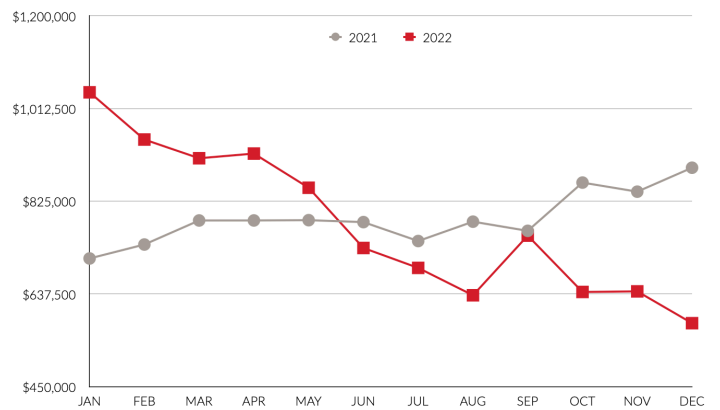
	2020	2021	2022	2021-2022
YTD Volume Sales	\$1,547,657,850	\$2,148,178,586	\$1,762,249,466	-17.97%
YTD Unit Sales	2,479	2,734	2,246	-17.85%
YTD New Listings	3,003	3,258	3,890	+19.4%
YTD Sales/Listings Ratio	82.55%	83.92%	57.74%	-26.18%
YTD Expired Listings	165	115	355	+208.7%
December Volume Sales	\$84,756,269	\$103,552,279	\$52,630,294	-49.18%
December Unit Sales	134	116	100	-13.79%
December New Listings	90	100	121	+21%
December Sales/Listings Ratio	148.89%	116%	82.64%	-33.36%
December Expired Listings	12	10	69	+590%
YTD Sales: \$0-\$199K	7	6	272	Up from 6
YTD Sales: \$200K-\$349K	114	19	13	-31.76%
YTD Sales: \$350K-\$549K	889	470	189	-59.79%
YTD Sales: \$550K-\$749K	1,019	960	517	-46.15%
YTD Sales: \$750K-\$999K	348	901	737	-18.2%
YTD Sales: \$1M+	99	387	518	+33.9%
YTD Average Days-On-Market	20.25	11.92	22.08	+85.31%
YTD Average Sale Price	\$616,286	\$790,064	\$779,447	-1.34%
YTD Median Sale Price	\$584,375	\$727,500	\$768,250	+5.6%

City of Guelph MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

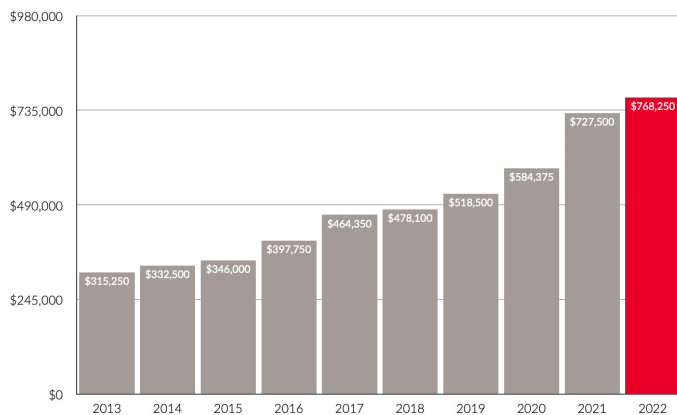


Year-Over-Year

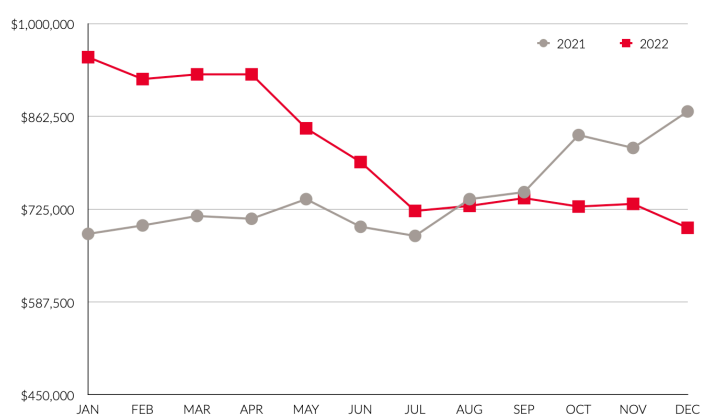


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



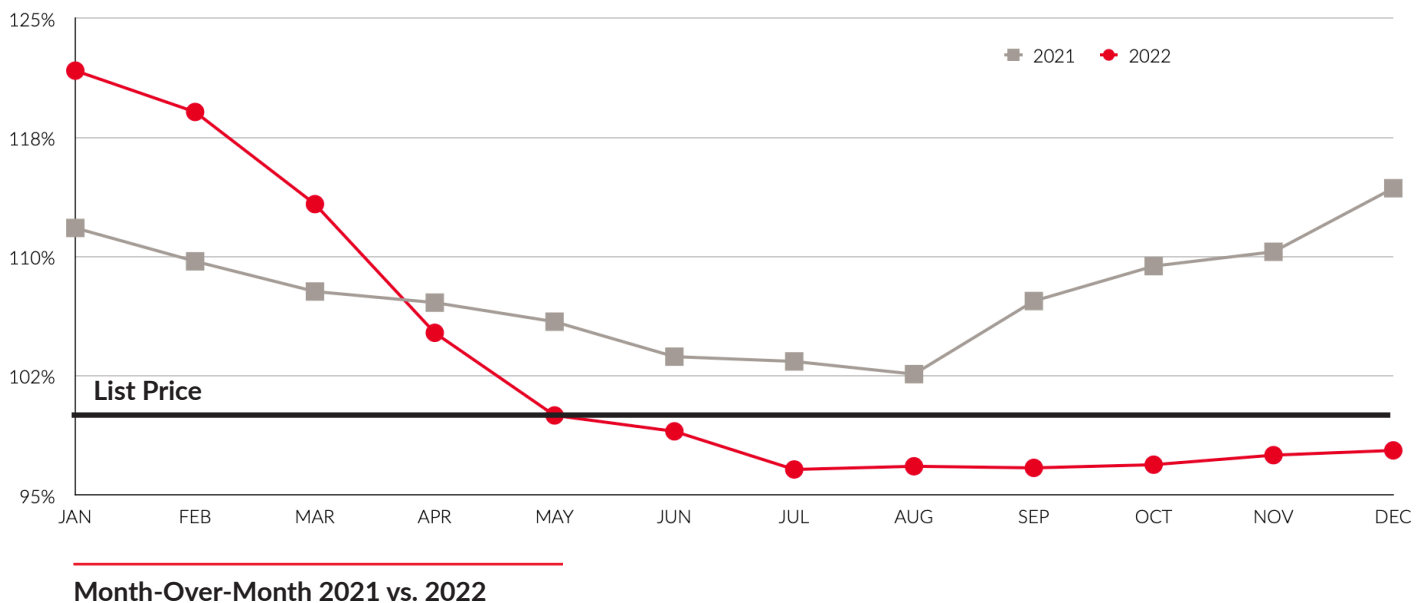
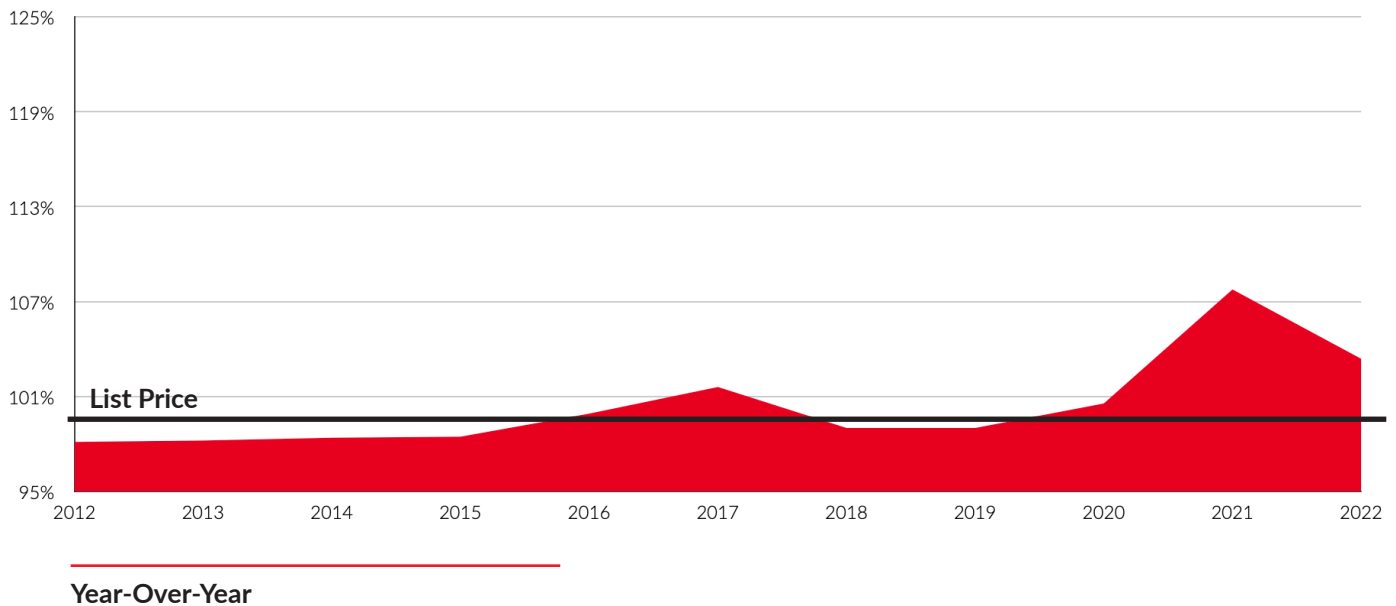
Year-Over-Year



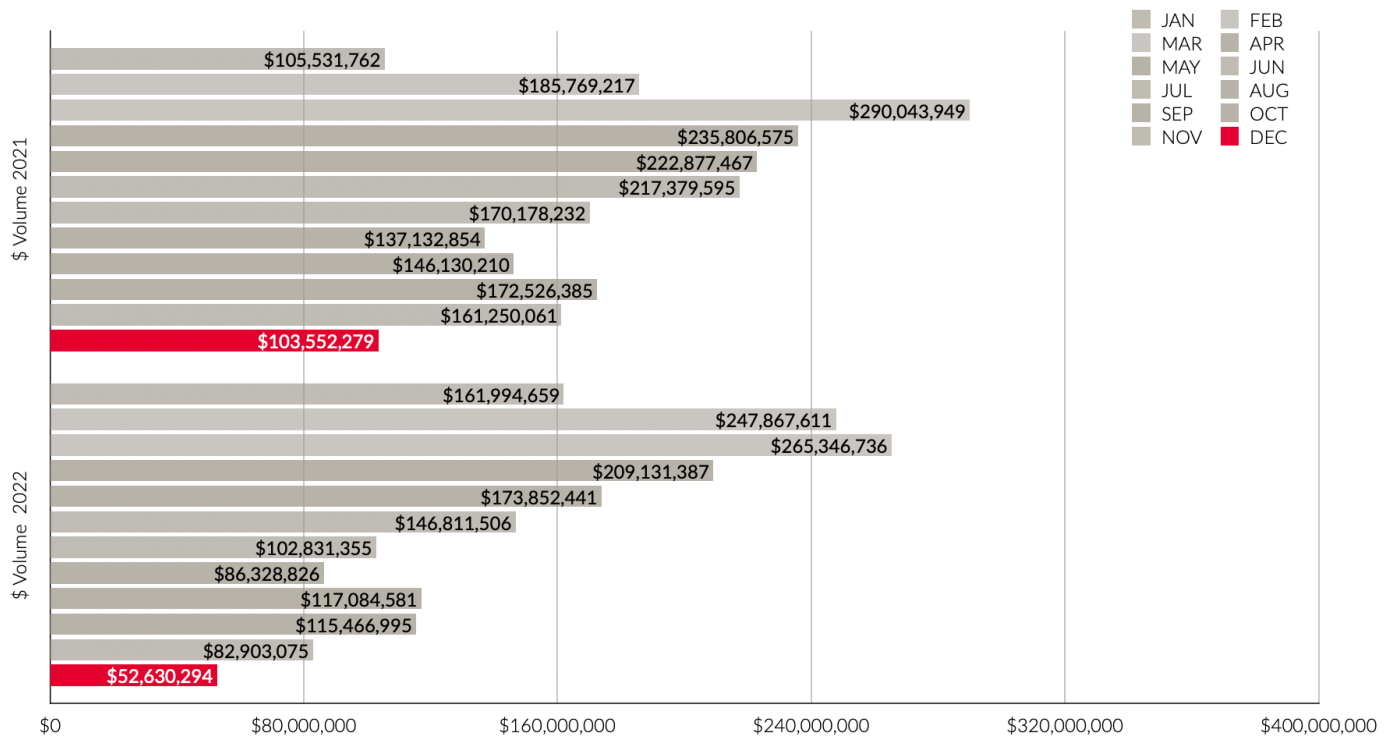
Month-Over-Month 2021 vs. 2022

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

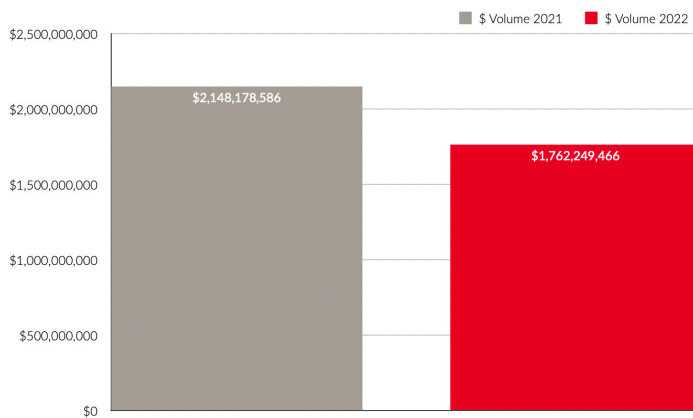
SALE PRICE VS. LIST PRICE RATIO



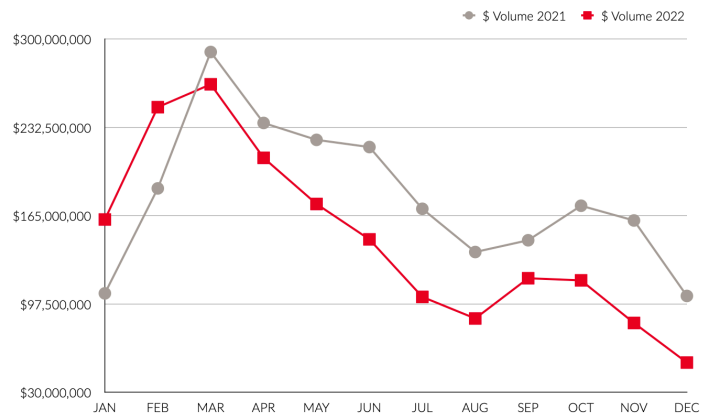
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

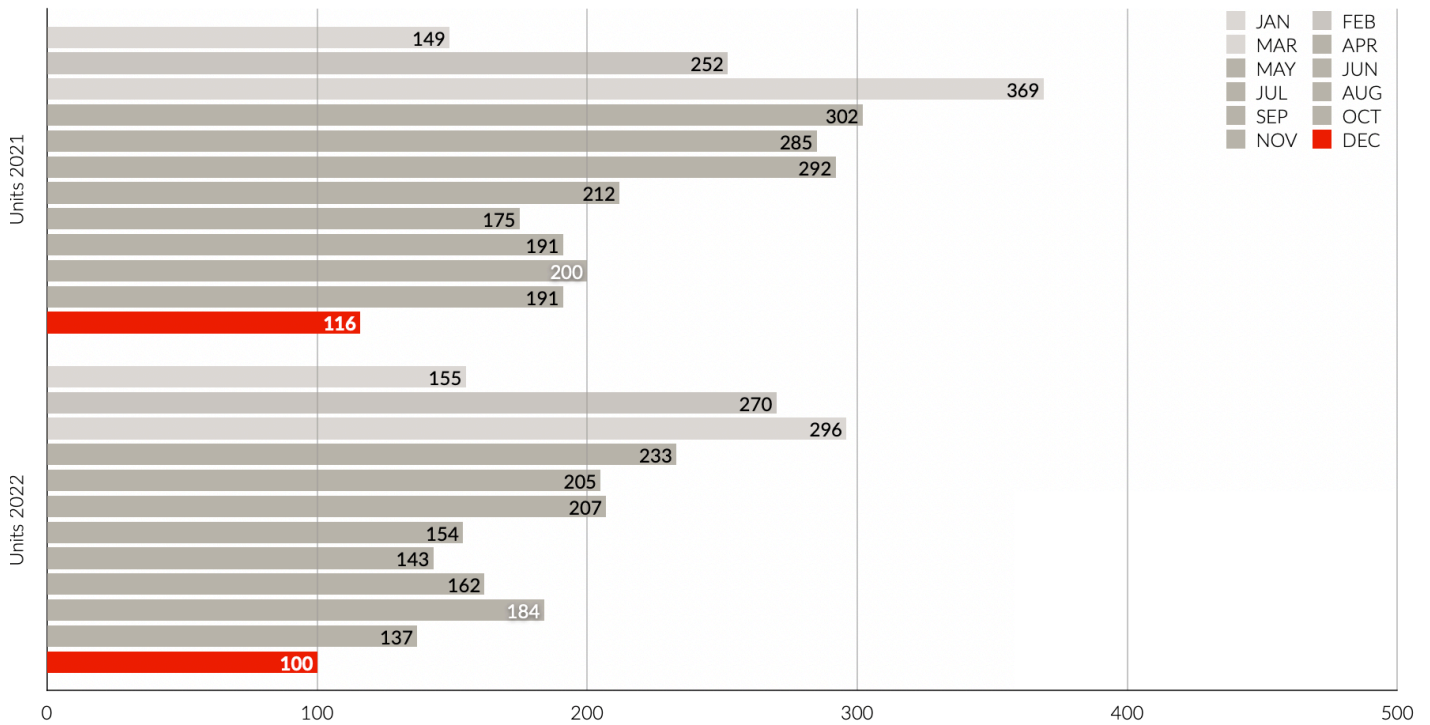


Yearly Totals 2021 vs. 2022

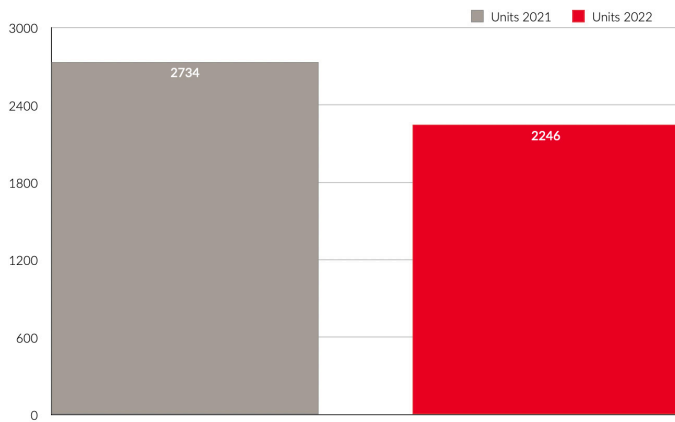


Month vs. Month 2021 vs. 2022

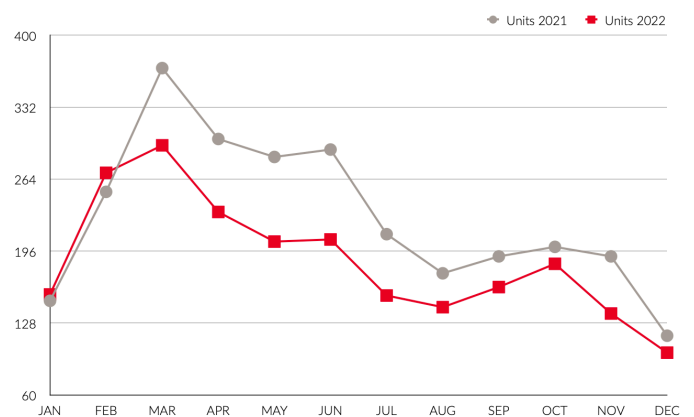
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

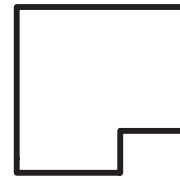
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



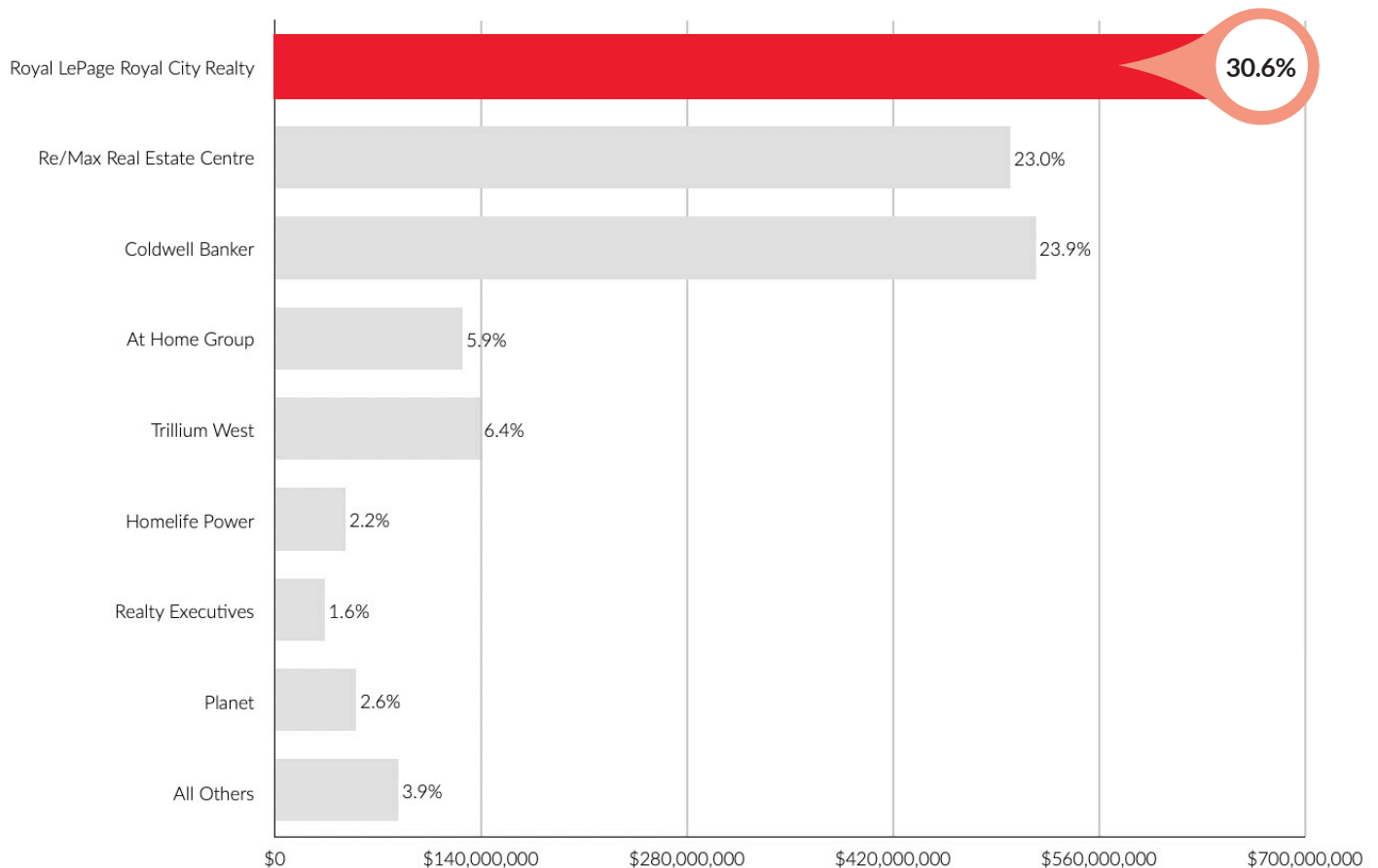
VACANT LAND

YTD Sales Volume	 \$1,229,201,081 -15.88%	 \$424,932,502 -20.55%	 \$420,000 -96.2%
YTD Unit Sales	 1,248 -25.63%	 645 -31.24%	 1 -93.3%
YTD Average Sale Price	 \$984,937 +13.1%	 \$658,810 +15.54%	 \$420,000 -43.07%
December Sales Volume	 \$38,348,299 -45.94%	 \$12,598,000 -44.26%	 \$0 Down from \$390,000
December Unit Sales	 48 -32.39%	 22 -38.89%	 0 Down from 1

Year-Over-Year Comparison (2022 vs. 2021)



MARKET DOMINANCE

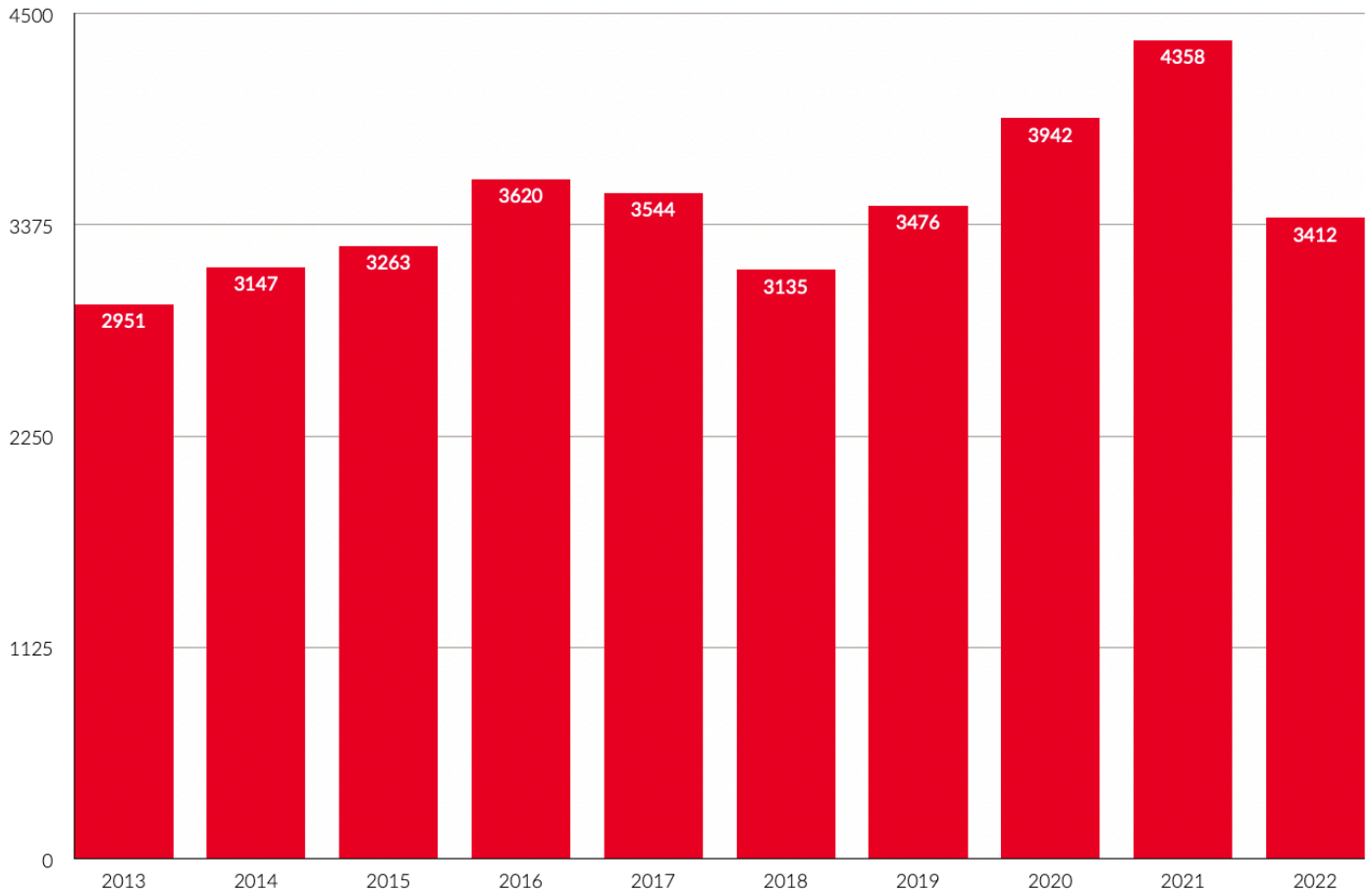


Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies
December 2022



10 YEAR MARKET ANALYSIS



Units Sold



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

519-821-6191
214 Speedvale Ave W., 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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