



# 2022 NOVEMBER

## CITY OF GUELPH

### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market remains balanced. New listings continue to rise as unit sales remain consistently lower than this time last year. However, the year-to-date average and median sales prices are still higher than they were this time last year, which shows that this market is still good for both buyers and sellers.



### November year-over-year sales volume of \$82,903,075

Down 48.59% from 2021's \$161,250,061 with unit sales of 137 down 28.27% from last November's 191. New listings of 254 are up 35.11% from a year ago, with the sales/listing ratio of 53.94% down 47.66%.



### Year-to-date sales volume of \$1,709,619,172

Down 16.38% from 2021's \$2,044,626,307 with unit sales of 2,146 down 18.03% from 2021's 2,618. New listings of 3,769 are up 19.35% from a year ago, with the sales/listing ratio of 56.94% down 25.96%.



### Year-to-date average sale price of \$797,728

Up from \$780,734 one year ago with median sale price of \$795,000 up from \$715,000 one year ago. Average days-on-market of 21.36 is up 9.54 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$732,950**

-10.17%

Sales Volume

**\$82,903,075**

-48.59%

Unit Sales

**137**

-28.27%

New Listings

**254**

+35.11%

Expired Listings

**32**

+357.14%

Unit Sales/Listings Ratio

**53.94%**

-47.66%

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



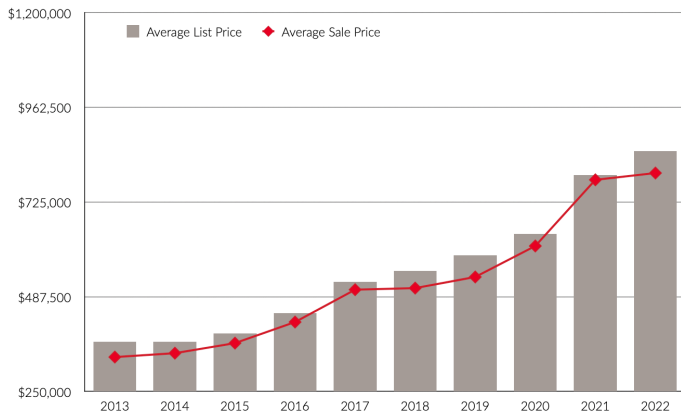


# THE MARKET IN DETAIL

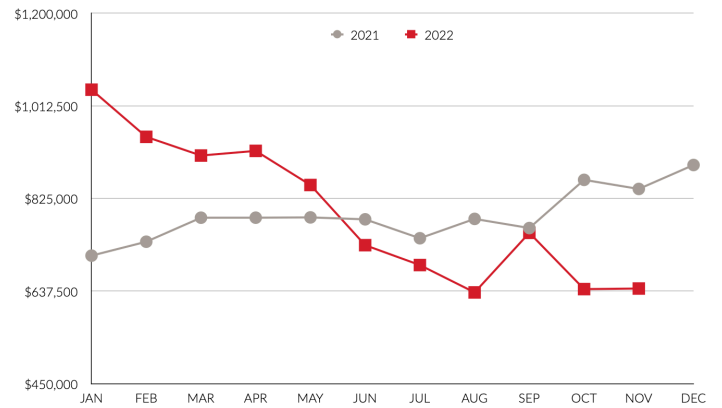
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$1,462,901,581	\$2,044,626,307	\$1,709,619,172	-16.38%
<b>YTD Unit Sales</b>	2,345	2,618	2,146	-18.03%
<b>YTD New Listings</b>	2,913	3,158	3,769	+19.35%
<b>YTD Sales/Listings Ratio</b>	80.5%	82.9%	56.94%	-25.96%
<b>YTD Expired Listings</b>	153	105	286	+172.38%
<b>November Volume Sales</b>	\$134,783,727	\$161,250,061	\$82,903,075	-48.59%
<b>November Unit Sales</b>	202	191	137	-28.27%
<b>November New Listings</b>	179	188	254	+35.11%
<b>November Sales/Listings Ratio</b>	112.85%	101.6%	53.94%	-47.66%
<b>November Expired Listings</b>	11	7	32	+357.14%
<b>YTD Sales: \$0-\$199K</b>	7	5	244	Up from 5
<b>YTD Sales: \$200K-\$349K</b>	110	19	13	-31.58%
<b>YTD Sales: \$350K-\$549K</b>	849	459	175	-61.87%
<b>YTD Sales: \$550K-\$749K</b>	960	932	484	-48.07%
<b>YTD Sales: \$750K-\$999K</b>	322	853	719	-15.71%
<b>YTD Sales: \$1M+</b>	94	359	511	+42.3%
<b>YTD Average Days-On-Market</b>	20.09	11.82	21.36	+80.77%
<b>YTD Average Sale Price</b>	\$614,811	\$780,734	\$797,728	+2.18%
<b>YTD Median Sale Price</b>	\$583,750	\$715,000	\$795,000	+11.19%

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

# AVERAGE SALE PRICE

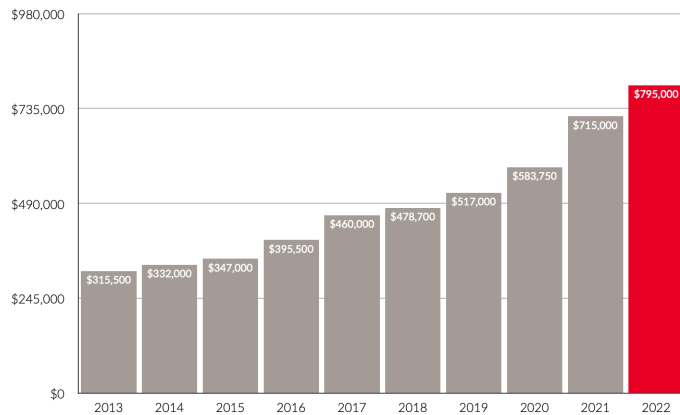


Year-Over-Year

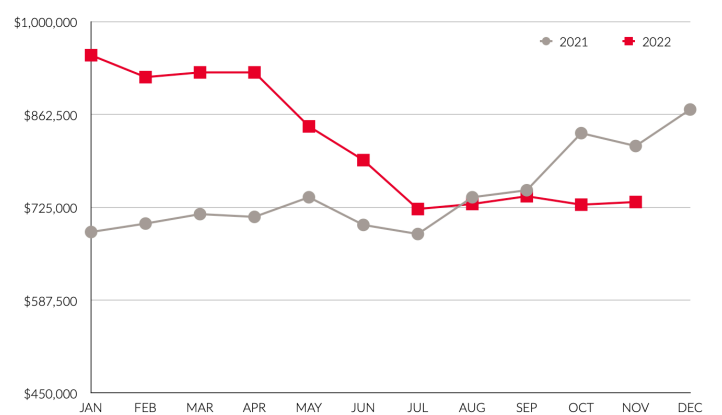


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



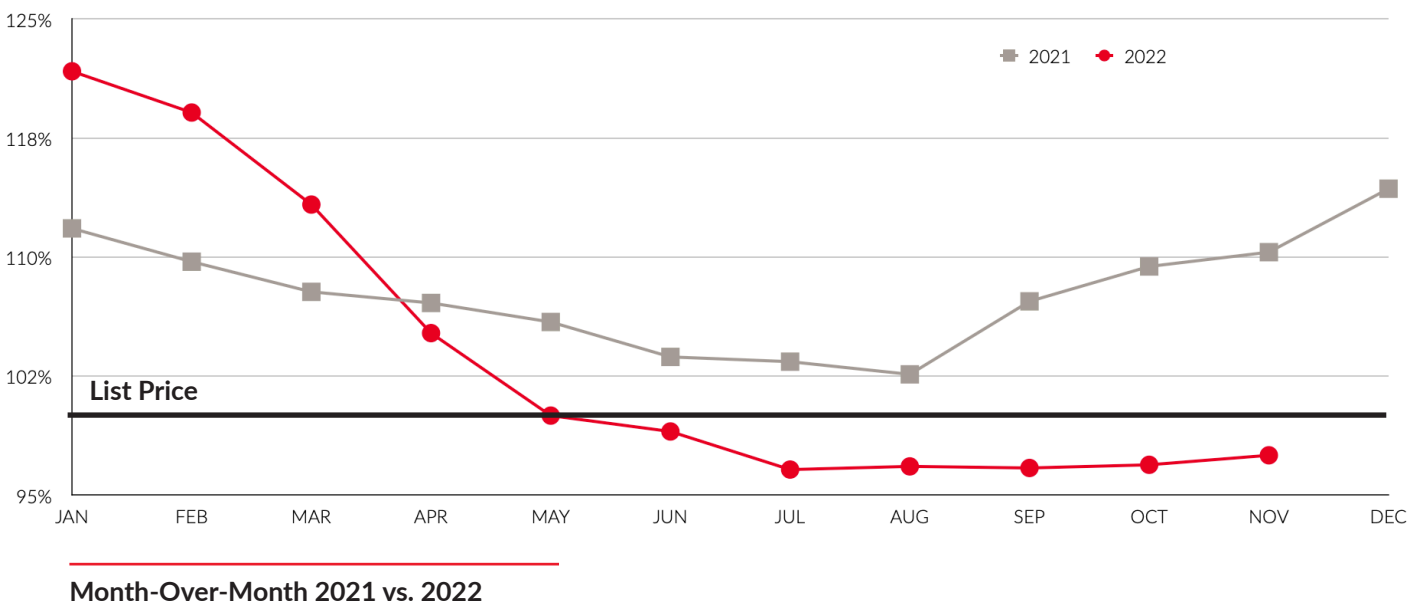
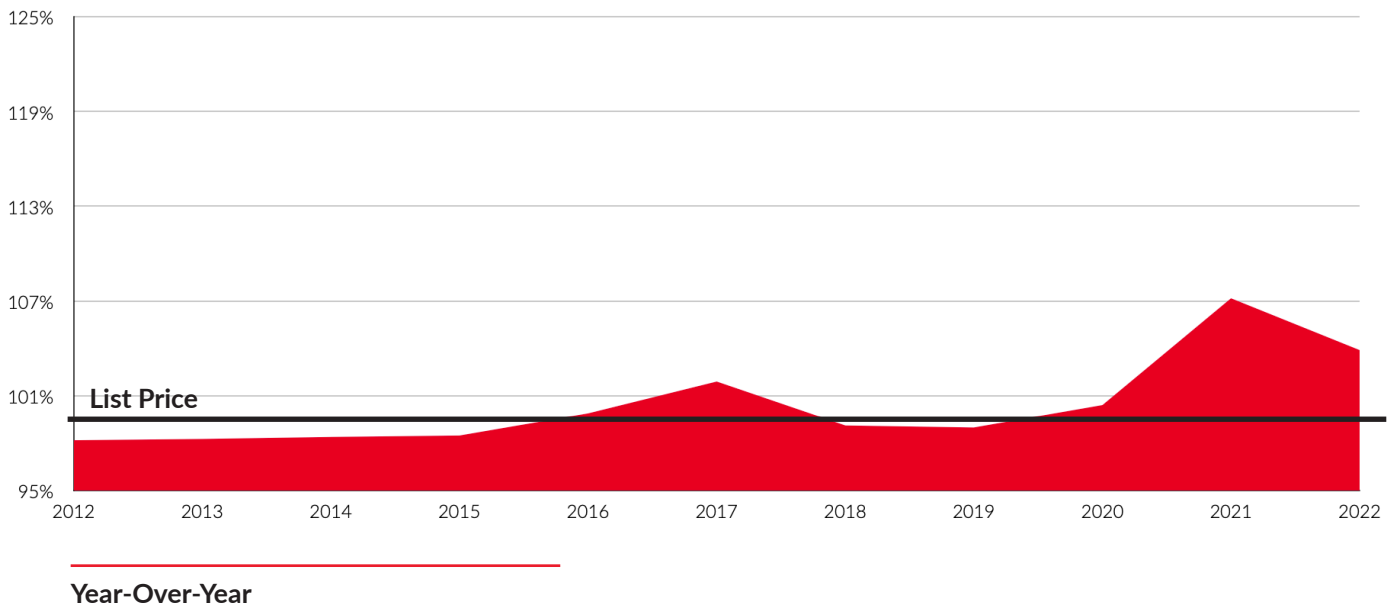
Year-Over-Year



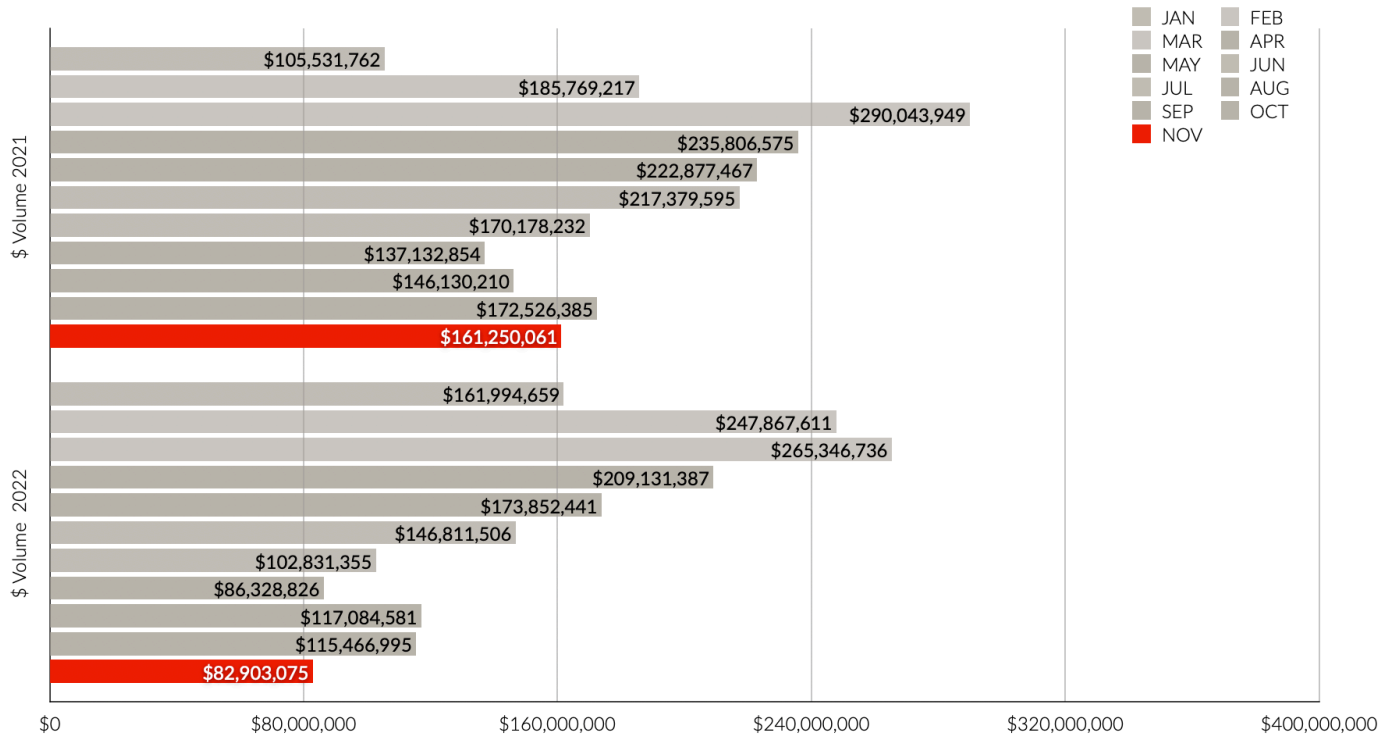
Month-Over-Month 2021 vs. 2022

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

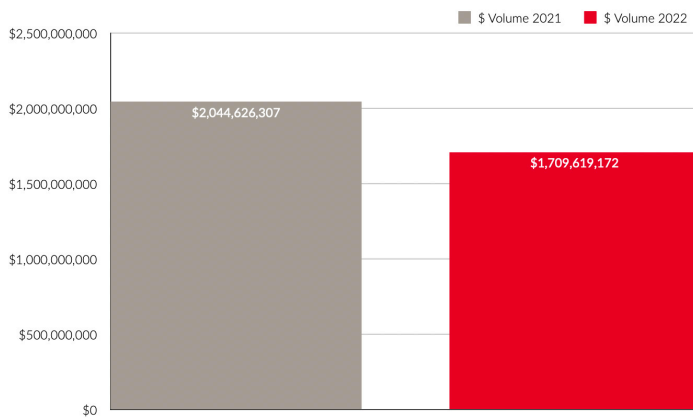
# SALE PRICE VS. LIST PRICE RATIO



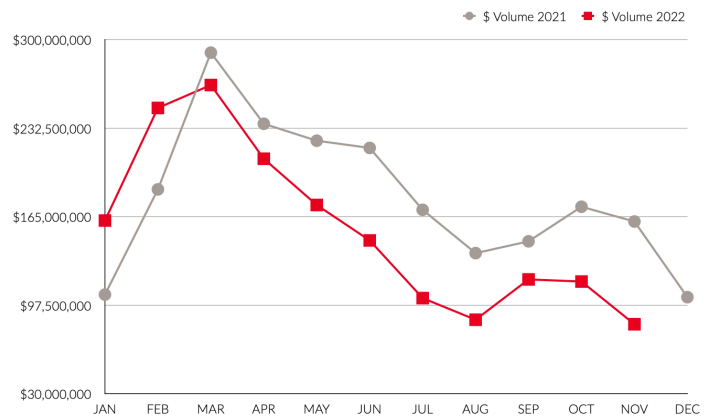
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

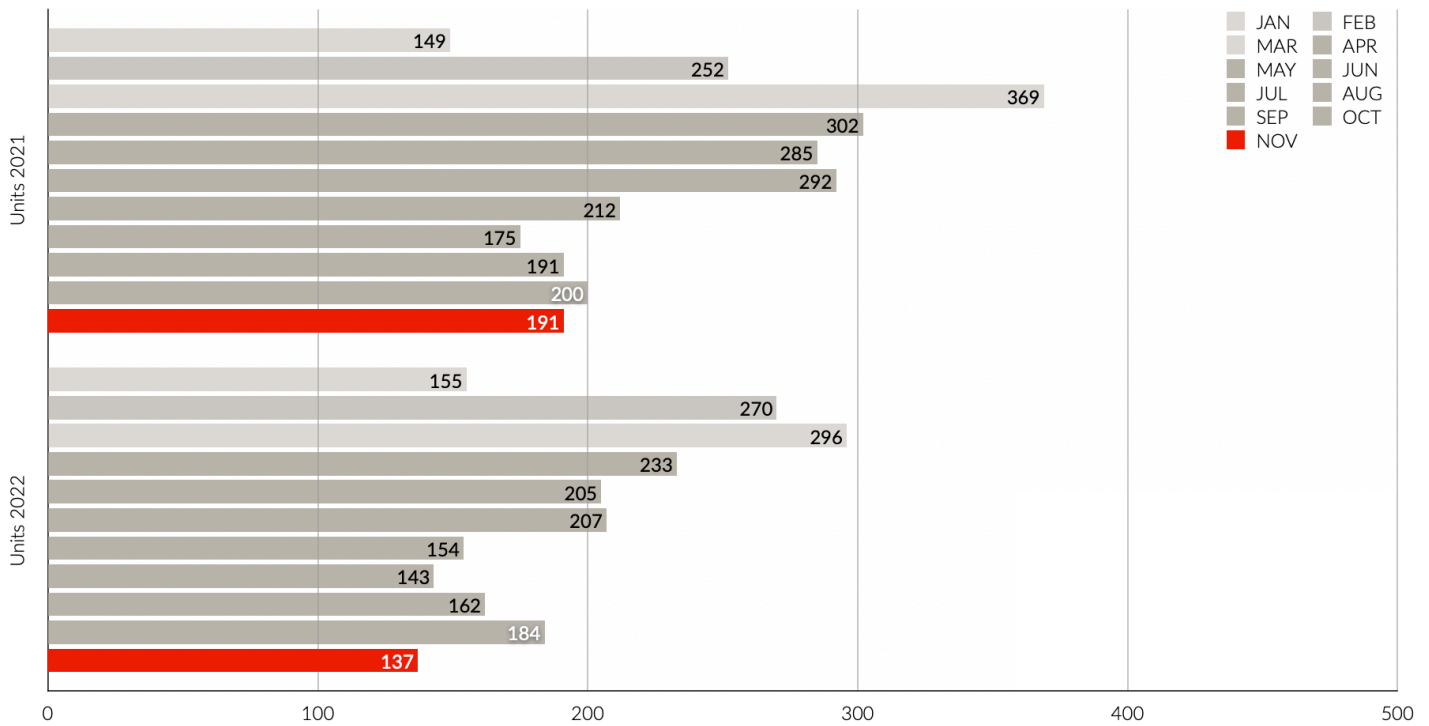


Yearly Totals 2021 vs. 2022

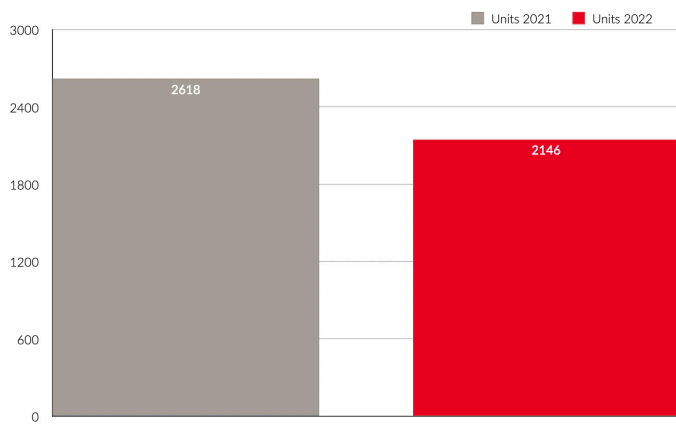


Month vs. Month 2021 vs. 2022

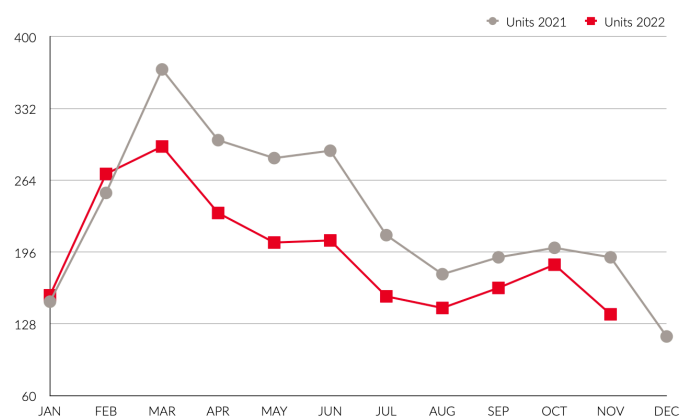
# UNIT SALES



## Monthly Comparison 2021 vs. 2022

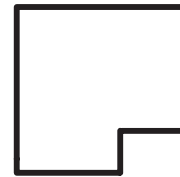

















## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

# SALES BY TYPE



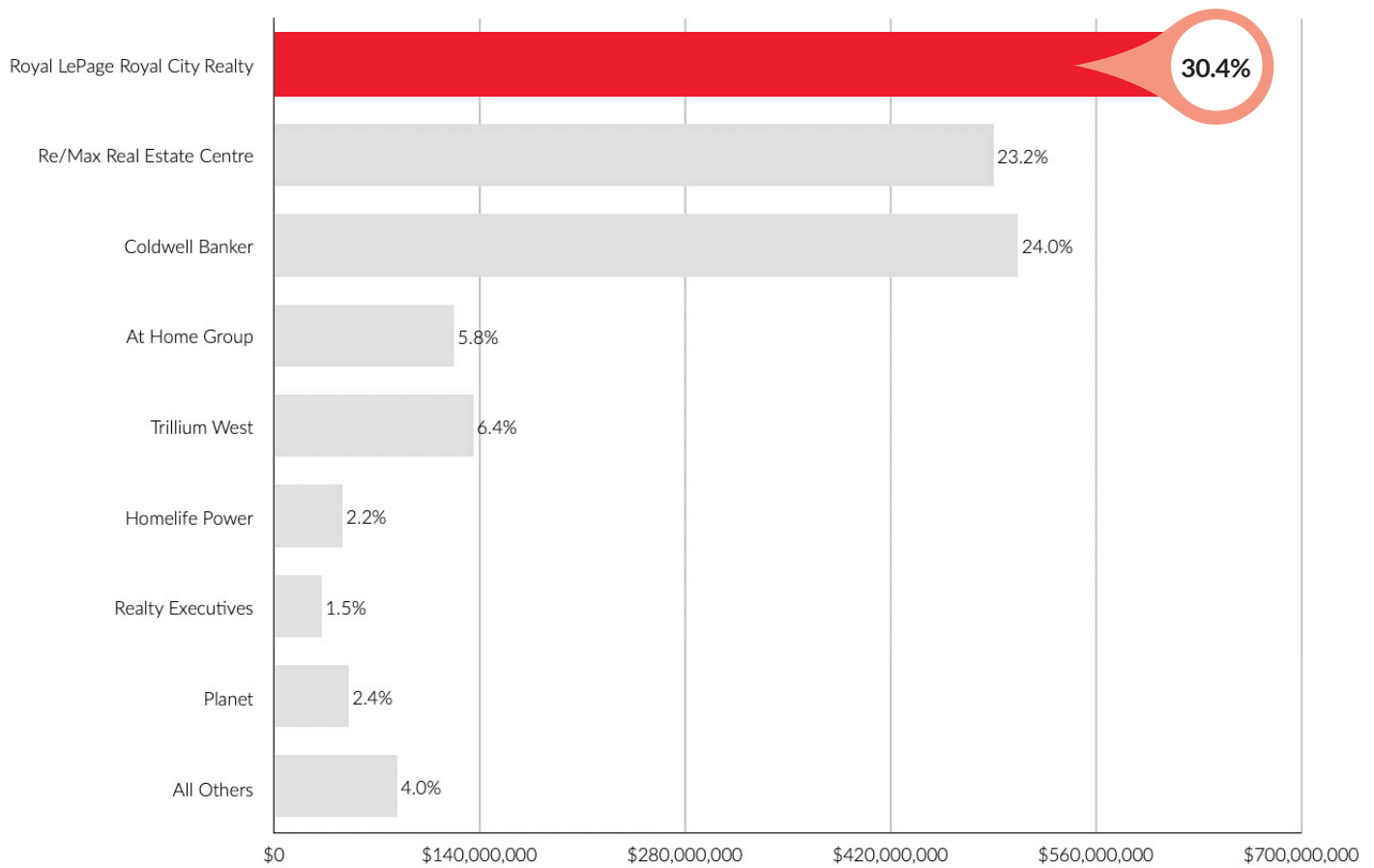
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$1,190,852,782</b> -7.1%	 <b>\$412,334,502</b> -19.5%	 <b>\$420,000</b> -96.1%
YTD Unit Sales	 <b>1,200</b> -25.33%	 <b>623</b> -30.93%	 <b>1</b> -92.9%
YTD Average Sale Price	 <b>\$992,377</b> +24.41%	 <b>\$661,853</b> +16.55%	 <b>\$420,000</b> -44.92%
November Sales Volume	 <b>\$57,398,946</b> -47.07%	 <b>\$20,669,298</b> -52.12%	 <b>\$0</b> No Change
November Unit Sales	 <b>70</b> -37.5%	 <b>36</b> -47.83%	 <b>0</b> No Change

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





# MARKET DOMINANCE

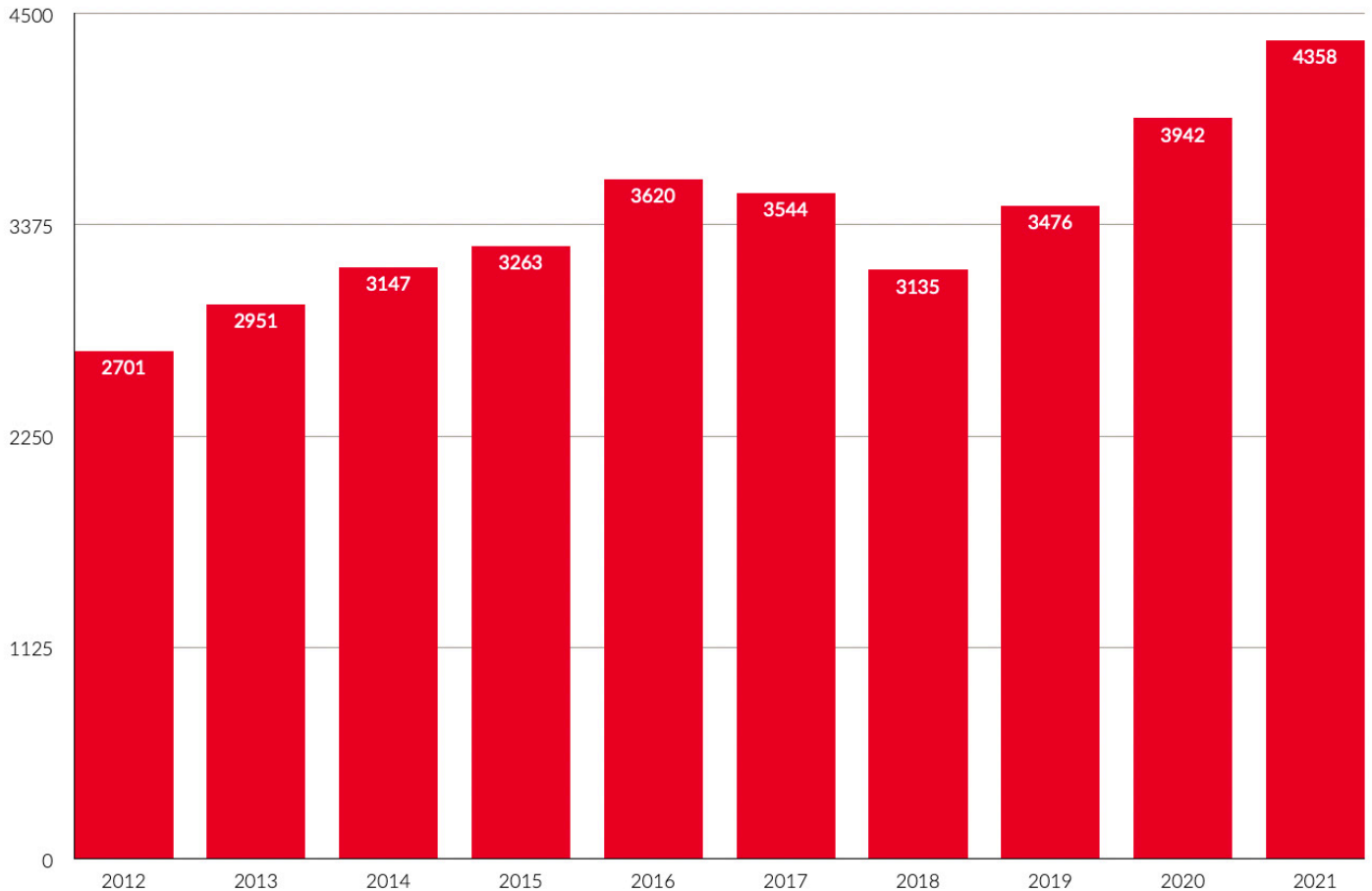


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
November 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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