



# 2022 OCTOBER

## 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 proves that this market still has a strong foundation.



### October year-over-year sales volume of \$115,466,995

Down 33.07% from 2021's \$172,526,385 with unit sales of 184 down 8% from last October's 191. New listings of 249 are up 14.22% from a year ago, with the sales/listing ratio of 73.9% down 17.85%.



### Year-to-date sales volume of \$1,626,716,097

Down 13.63% from 2021's \$1,883,376,246 with unit sales of 2,009 down 17.22% from 2021's 2,427. New listings of 3,515 are up 18.35% from a year ago, with the sales/listing ratio of 57.16% down 24.56%.



### Year-to-date average sale price of \$813,234

Up from \$774,384 one year ago with median sale price of \$820,000 up from \$712,950 one year ago. Average days-on-market of 18.9 is up 7 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$729,000**

-12.69%

Sales Volume

**\$115,466,995**

-33.07%

Unit Sales

**184**

-8%

New Listings

**249**

+14.22%

Expired Listings

**35**

+337.5%

Unit Sales/Listings Ratio

**73.9%**

-17.85%

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



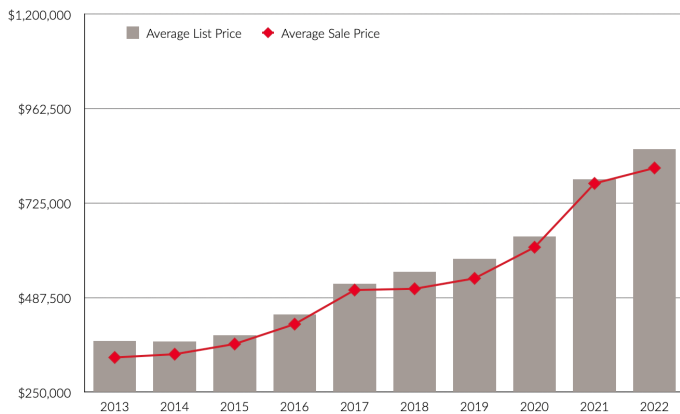


# THE MARKET IN DETAIL

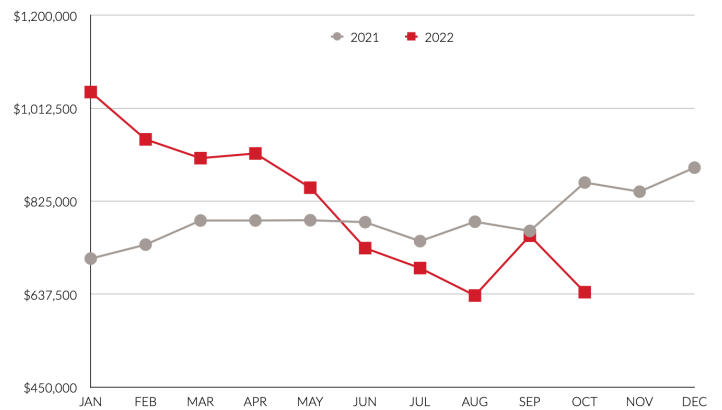
	2020	2021	2022	2021-2022
<b>YTD Volume Sales</b>	\$1,328,117,854	\$1,883,376,246	\$1,626,716,097	-13.63%
<b>YTD Unit Sales</b>	2,143	2,427	2,009	-17.22%
<b>YTD New Listings</b>	2,734	2,790	3,515	+18.35%
<b>YTD Sales/Listings Ratio</b>	78.38%	81.72%	57.16%	-24.56%
<b>YTD Expired Listings</b>	142	98	254	+159.18%
<b>October Volume Sales</b>	\$183,712,776	\$172,526,385	\$115,466,995	-33.07%
<b>October Unit Sales</b>	272	200	184	-8%
<b>October New Listings</b>	274	218	249	+14.22%
<b>October Sales/Listings Ratio</b>	99.27%	91.74%	73.9%	-17.85%
<b>October Expired Listings</b>	13	8	35	+337.5%
<b>YTD Sales: \$0-\$199K</b>	7	4	217	Up from 4
<b>YTD Sales: \$200K-\$349K</b>	105	19	13	-31.58%
<b>YTD Sales: \$350K-\$549K</b>	782	432	154	-64.35%
<b>YTD Sales: \$550K-\$749K</b>	872	888	448	-35.65%
<b>YTD Sales: \$750K-\$999K</b>	291	776	680	-87.63%
<b>YTD Sales: \$1M+</b>	83	317	497	+56.8%
<b>YTD Average Days-On-Market</b>	20	11.9	18.9	+58.82%
<b>YTD Average Sale Price</b>	\$613,986	\$774,384	\$813,234	+5.02%
<b>YTD Median Sale Price</b>	\$581,875	\$712,950	\$820,000	+15.02%

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

# AVERAGE SALE PRICE

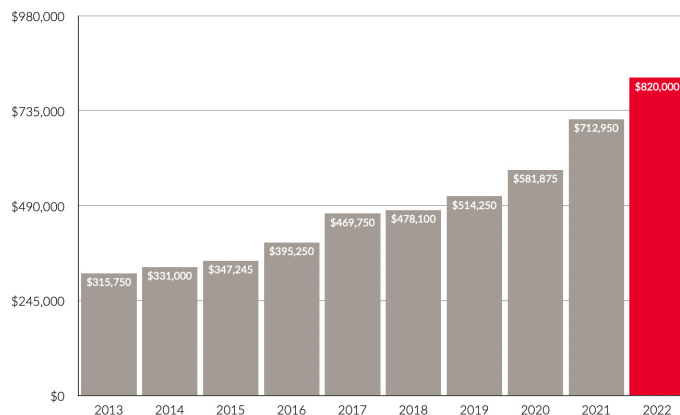


Year-Over-Year

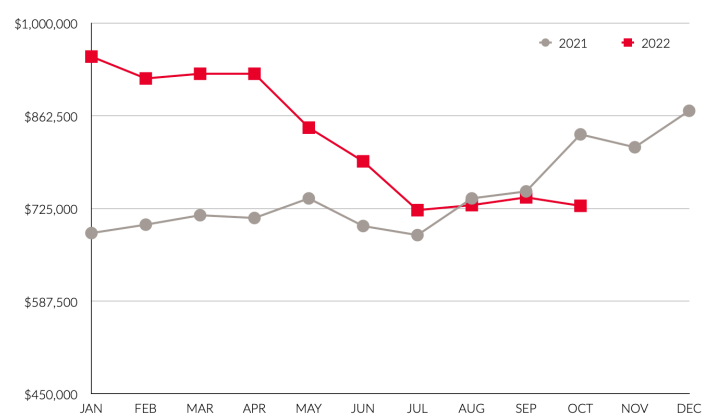


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



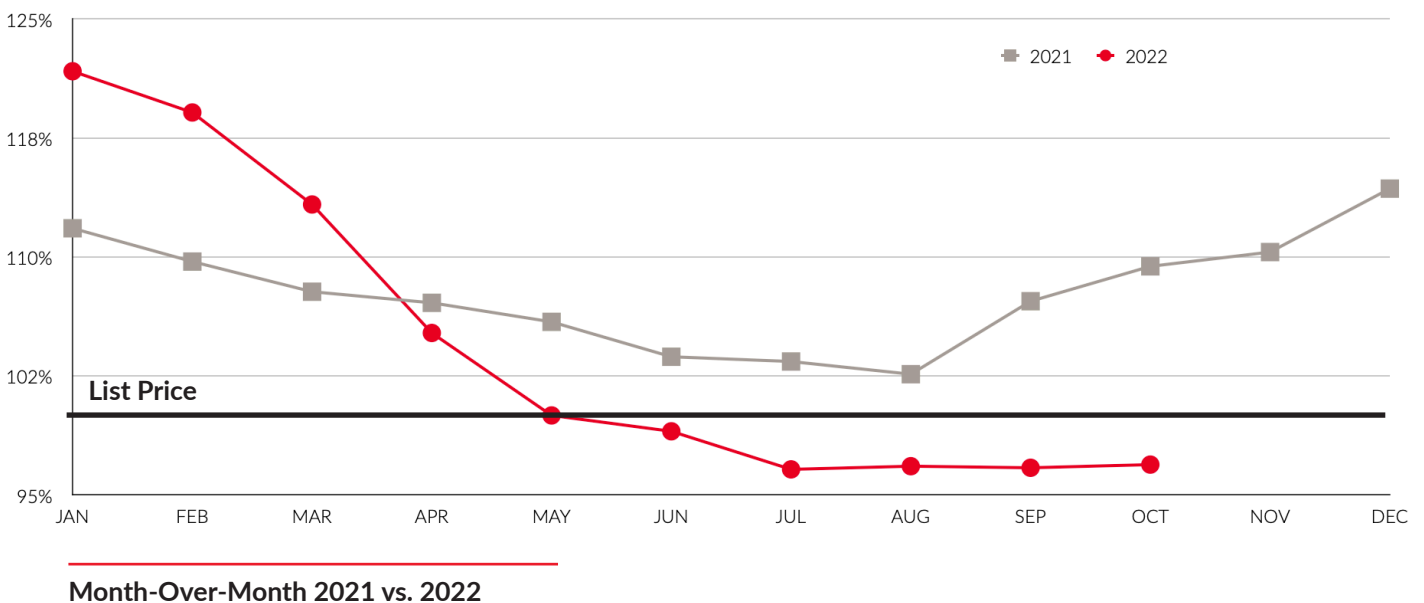
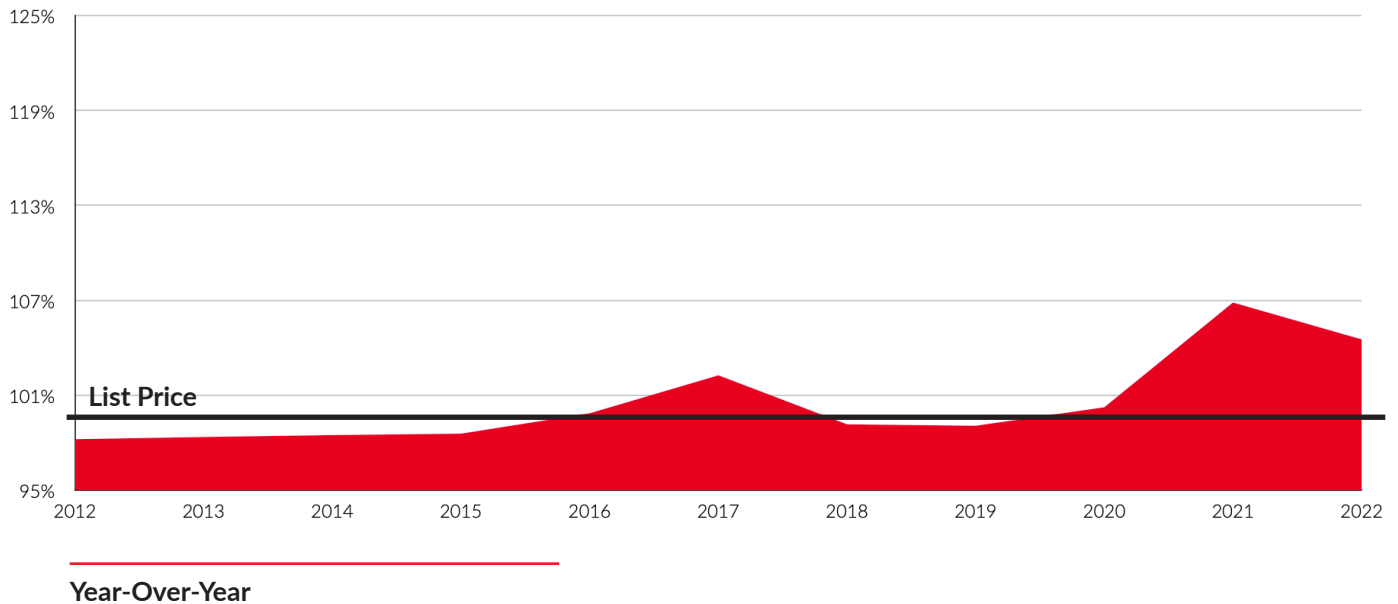
Year-Over-Year



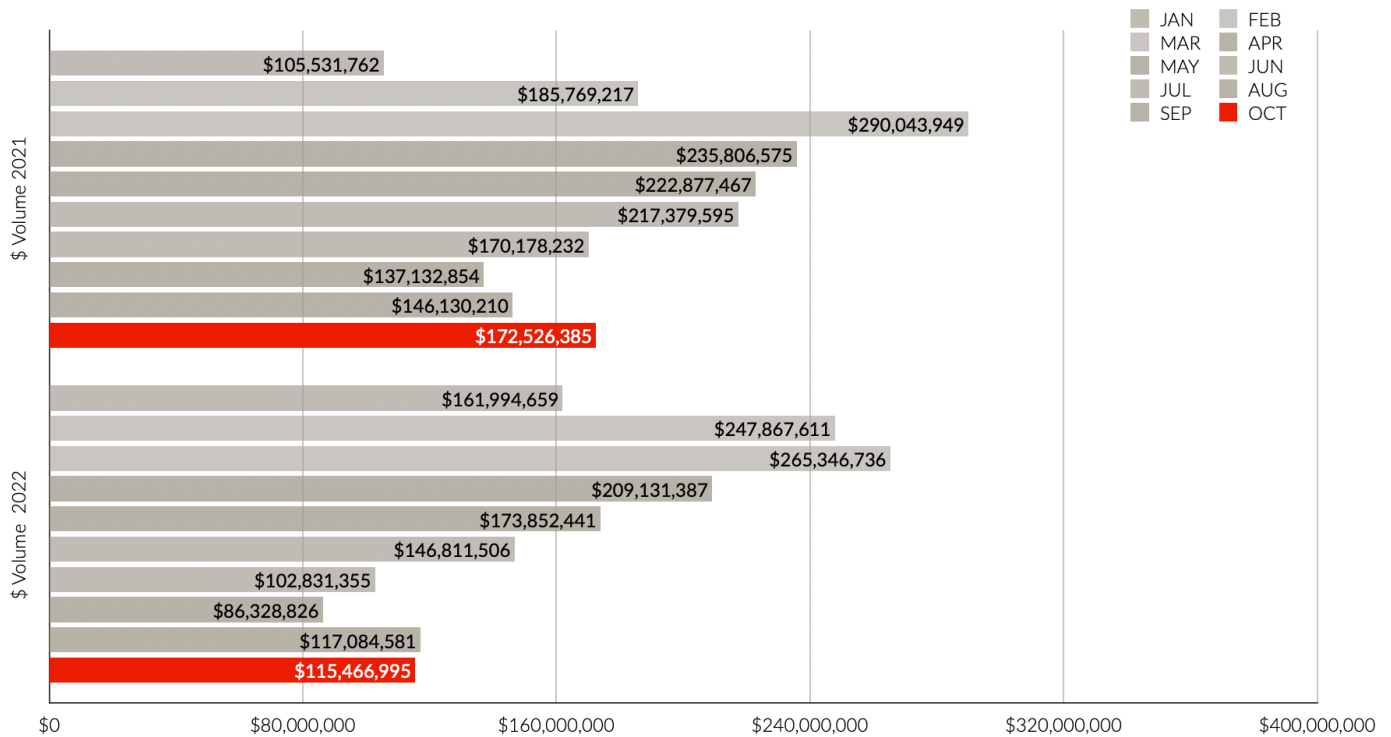
Month-Over-Month 2021 vs. 2022

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

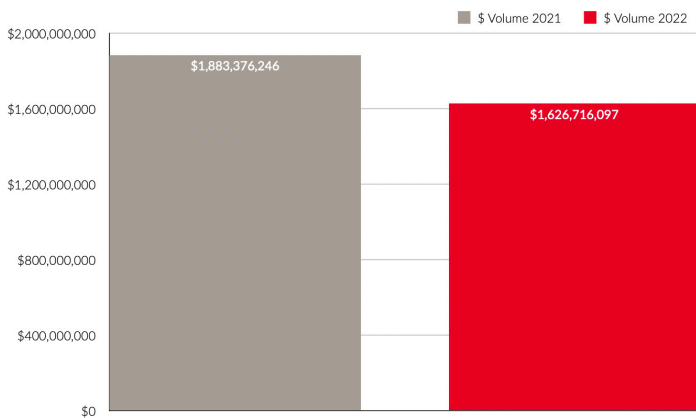
# SALE PRICE VS. LIST PRICE RATIO



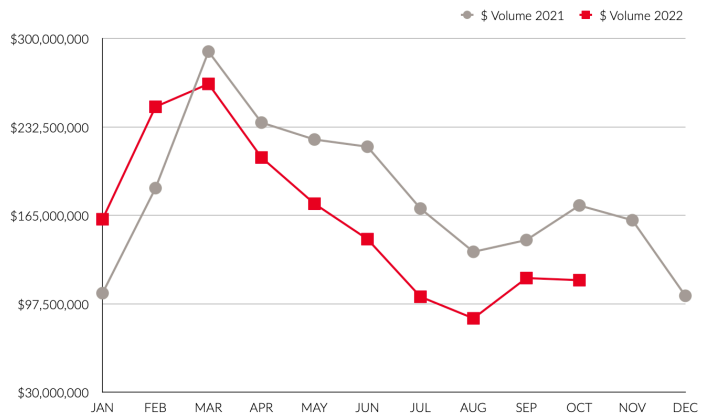
# DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

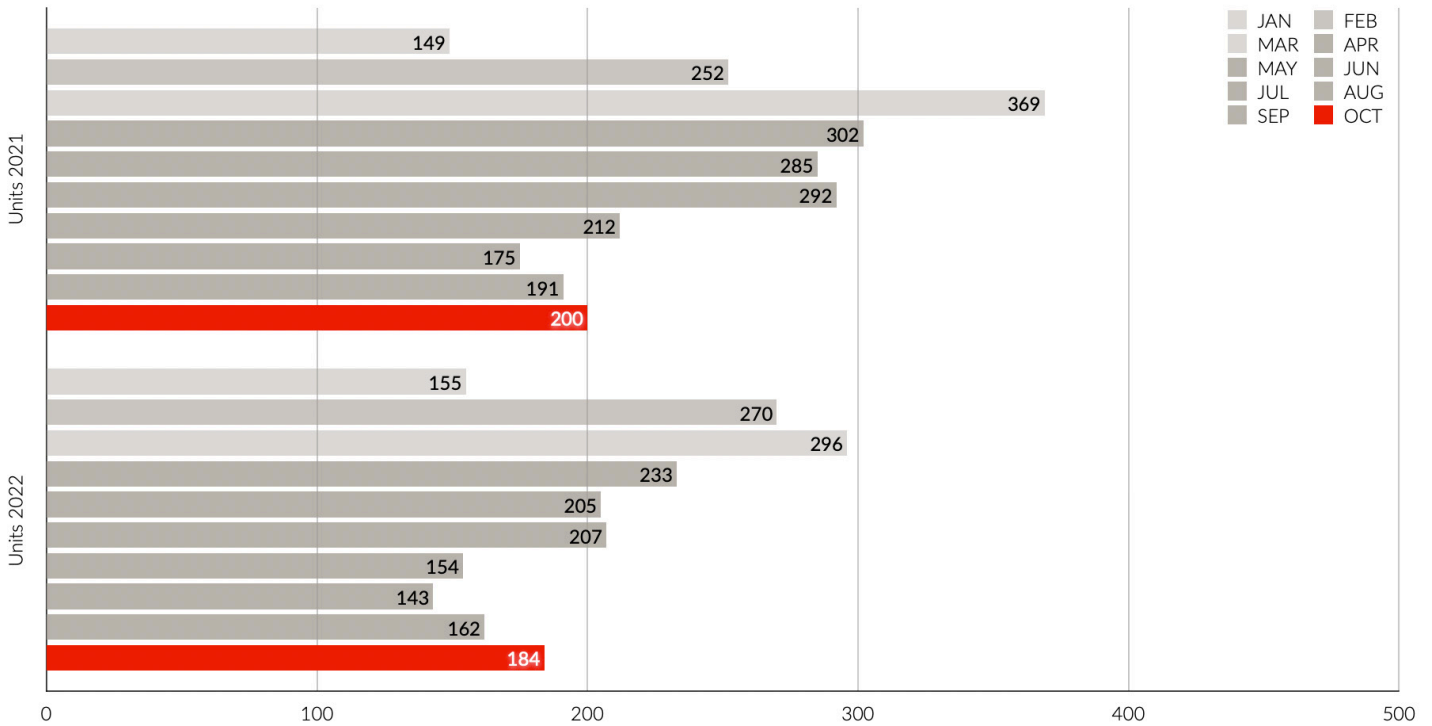


Yearly Totals 2021 vs. 2022

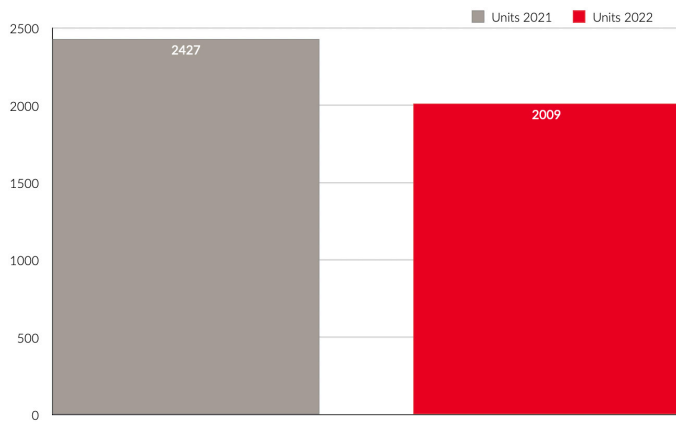


Month vs. Month 2021 vs. 2022

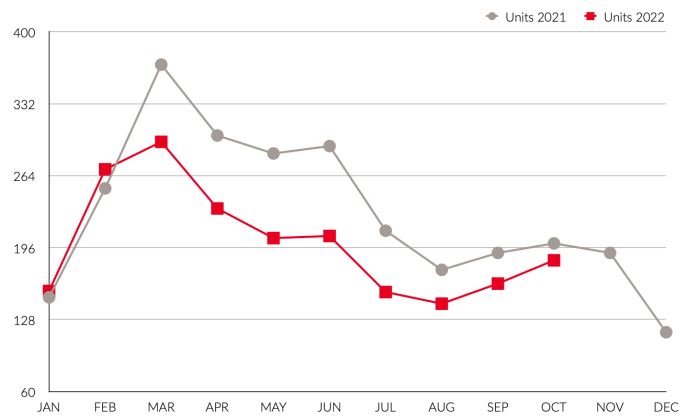
# UNIT SALES



## Monthly Comparison 2021 vs. 2022

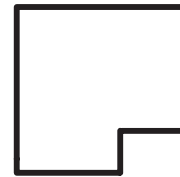

















## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

# SALES BY TYPE



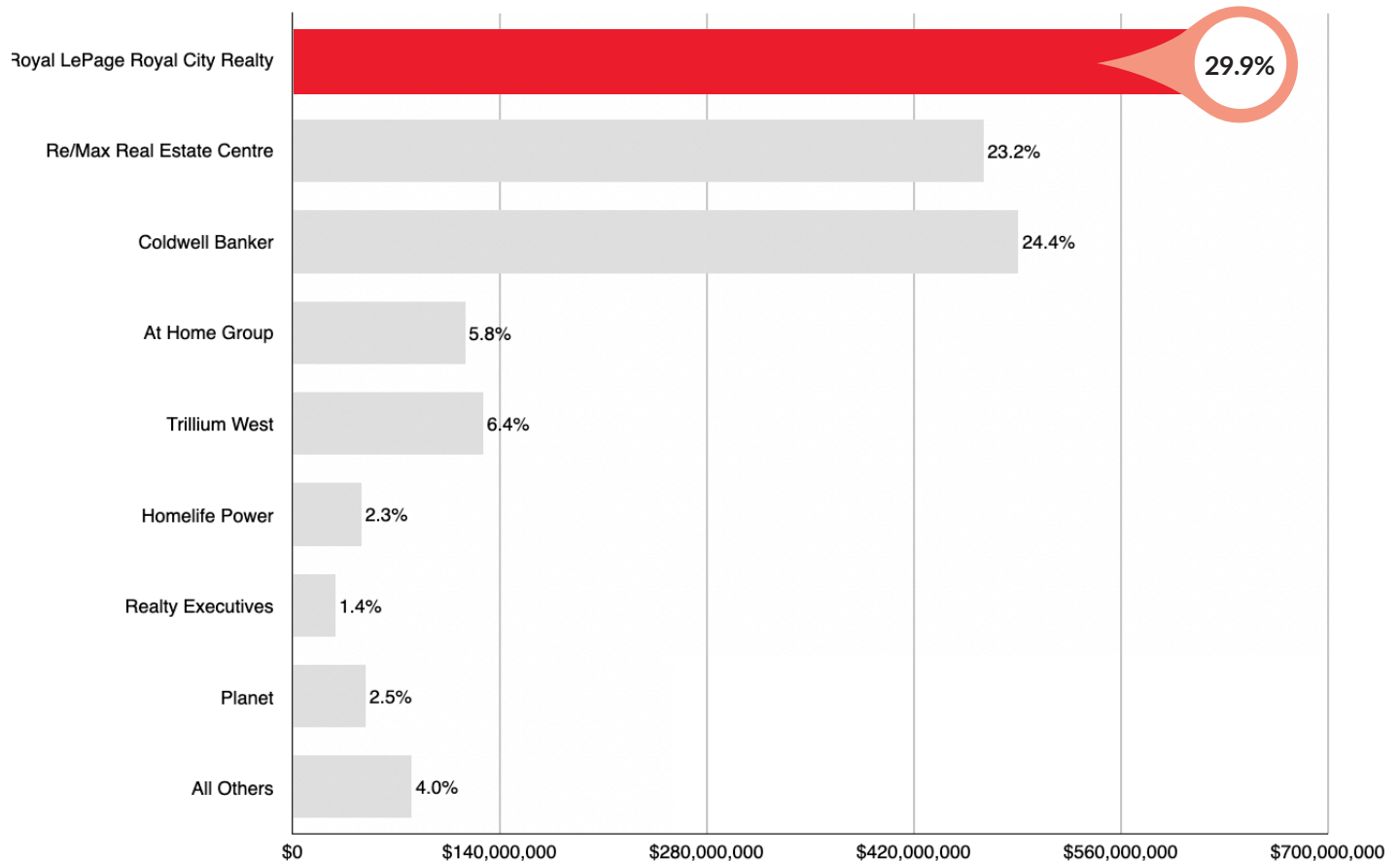
	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 <b>\$1,133,453,836</b> -11.58%	 <b>\$391,665,204</b> -16.5%	 <b>\$420,000</b> -96.1%
YTD Unit Sales	 <b>1,130</b> -24.41%	 <b>587</b> -29.53%	 <b>1</b> -92.9%
YTD Average Sale Price	 <b>\$1,003,056</b> +16.98%	 <b>\$667,323</b> +18.5%	 <b>\$420,000</b> -44.92%
October Sales Volume	 <b>\$73,670,155</b> -44.04%	 <b>\$33,758,250</b> -2.78%	 <b>\$0</b> Down From \$1,157,000
October Unit Sales	 <b>87</b> -53.56%	 <b>57</b> -1.72%	 <b>0</b> Down From 2

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





# MARKET DOMINANCE

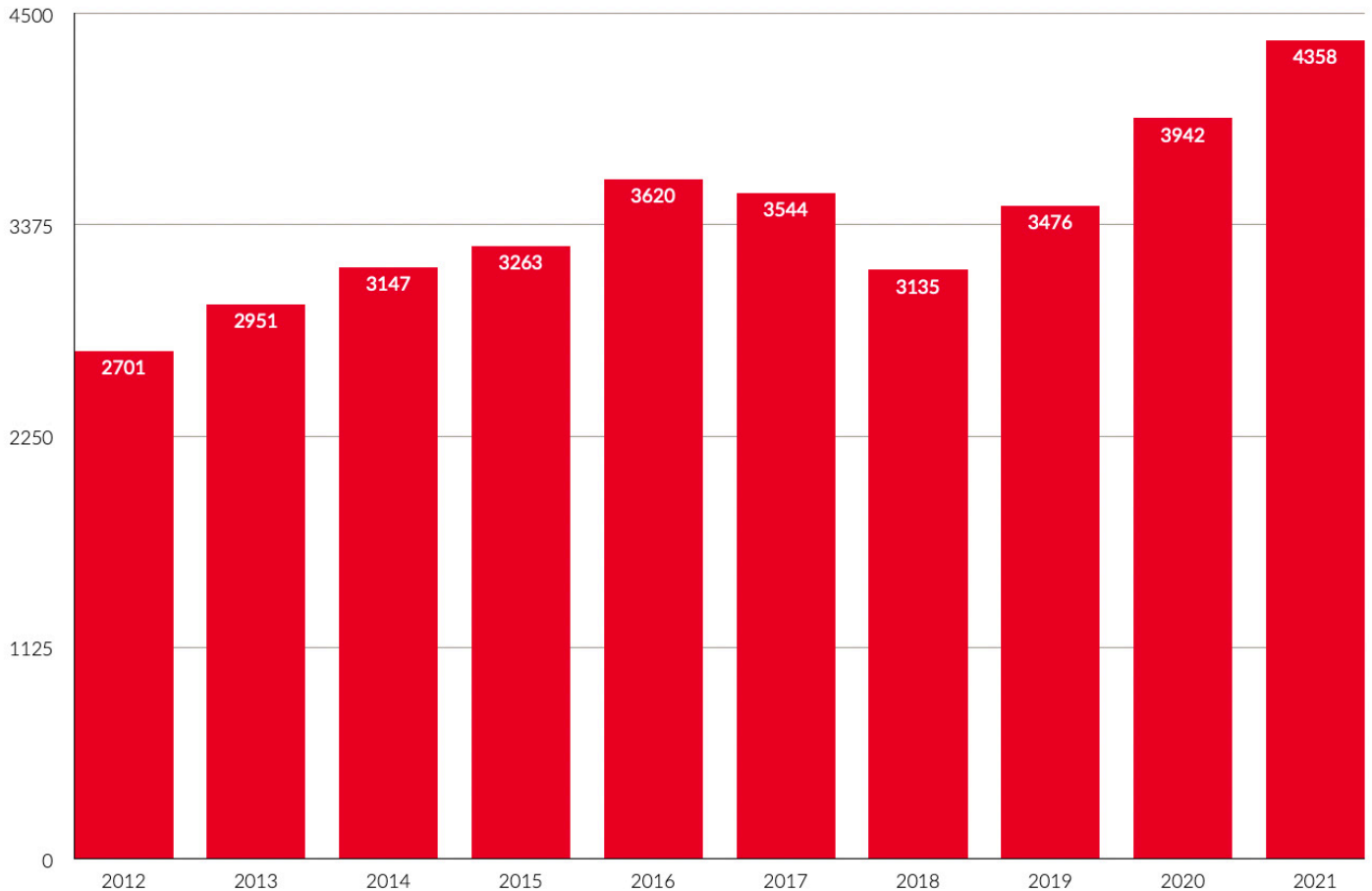


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
October 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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