



2024 SEPTEMBER

CITY OF GUELPH

Real Estate Market Report



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OVERVIEW

BUYER'S MARKET

The City of Guelph's real estate market was a buyer's market this past month, as the median sale price increased by 1.42%, even though the average sale price dipped slightly by 1.12%. Sales volume saw a notable rise of 25.58%, with unit sales up by 27%. New listings increased by 7.14%, while expired listings rose by 13.64%. The unit sales/listings ratio improved by 6.02%, reflecting growing buyer activity in a competitive market.



September year-over-year sales volume of \$103,053,900

Up 25.58% from 2023's \$82,064,674 with unit sales of 127 up 27% from last September's 100. New listings of 330 are up 7.14% from a year ago, with the sales/listing ratio of 38.48% up 6.02%.



Year-to-date sales volume of \$1,064,132,883

Down 3.55% from 2023's \$1,103,263,569 with unit sales of 1,336 down from 1,357 in 2023. New listings of 2,595 are up 18.71% from a year ago, with the sales/listing ratio of 51.48% down 10.59%.



Year-to-date average sale price of \$794,526

Down from \$804,381 one year ago with median sale price of \$773,500 up from \$772,500 one year ago. Average days-on-market of 25.9 is up 6.89 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$783,500

+1.42%

Average Sale Price

\$811,448

-1.12%

Sales Volume

\$103,053,900

+25.58%

Unit Sales

127

+27%

New Listings

330

+7.14%

Expired Listings

25

+13.64%

Unit Sales/Listings Ratio

38.48%

+6.02%

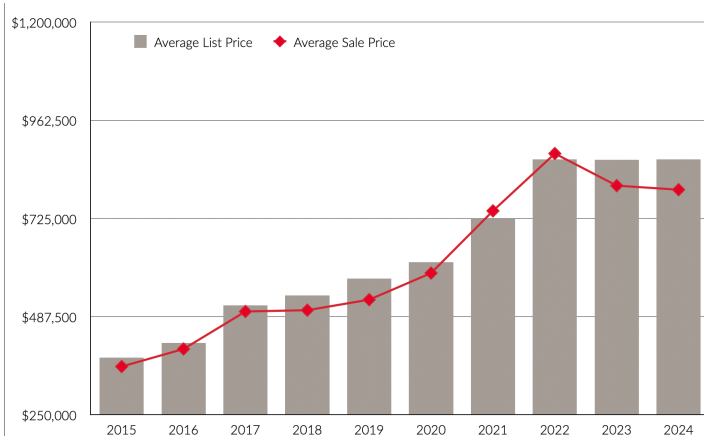
*Year-over-year comparison
(September 2024 vs. September 2023)*

THE MARKET IN DETAIL

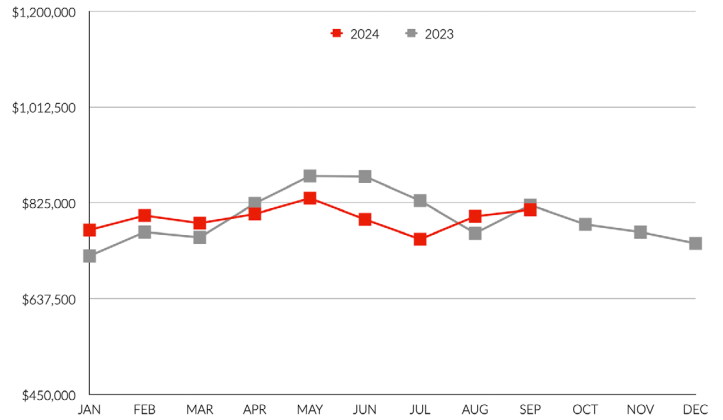
	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,445,366,131	\$1,103,263,569	\$1,064,132,883	-3.55%
YTD Unit Sales	1,604	1,357	1,336	-1.55%
YTD New Listings	2,824	2,186	2,595	+18.71%
YTD Sales/Listings Ratio	56.80%	62.08%	51.48%	-10.59%
YTD Expired Listings	114	99	190	+91.92%
Monthly Volume Sales	\$108,738,536	\$82,064,674	\$103,053,900	+25.58%
Monthly Unit Sales	140	100	127	+27%
Monthly New Listings	253	308	330	+7.14%
Monthly Sales/Listings Ratio	55.34%	32.47%	38.48%	+6.02%
Monthly Expired Listings	24	22	25	+13.64%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	8	2	5	+150%
YTD Sales: \$350K-\$549K	130	201	174	-13.43%
YTD Sales: \$550K-\$749K	396	390	441	+13.08%
YTD Sales: \$750K-\$999K	617	520	504	-3.08%
YTD Sales: \$1M - \$2M	434	244	212	-13.11%
YTD Sales: \$2M+	19	3	5	+66.67%
YTD Average Days-On-Market	15.22	19.00	25.89	+36.26%
YTD Average Sale Price	\$881,996	\$804,381	\$794,526	-1.23%
YTD Median Sale Price	\$849,900	\$772,500	\$773,500	+0.13%

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

AVERAGE SALE PRICE

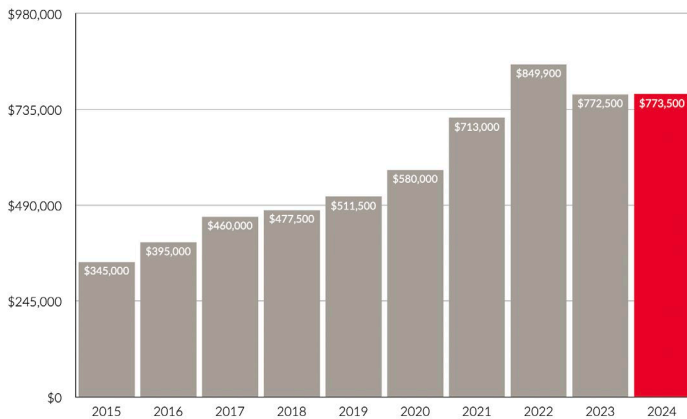


Year-Over-Year

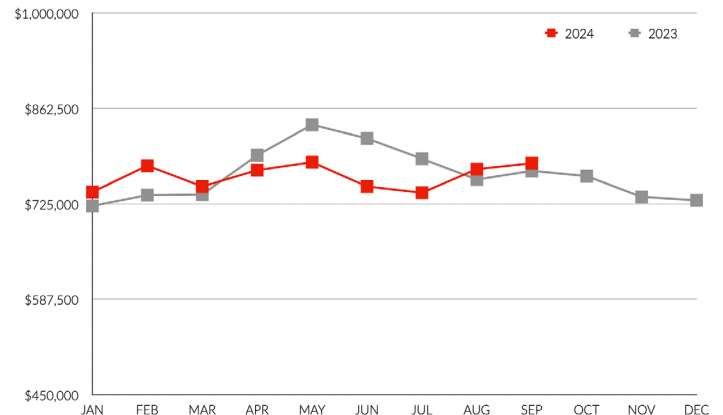


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



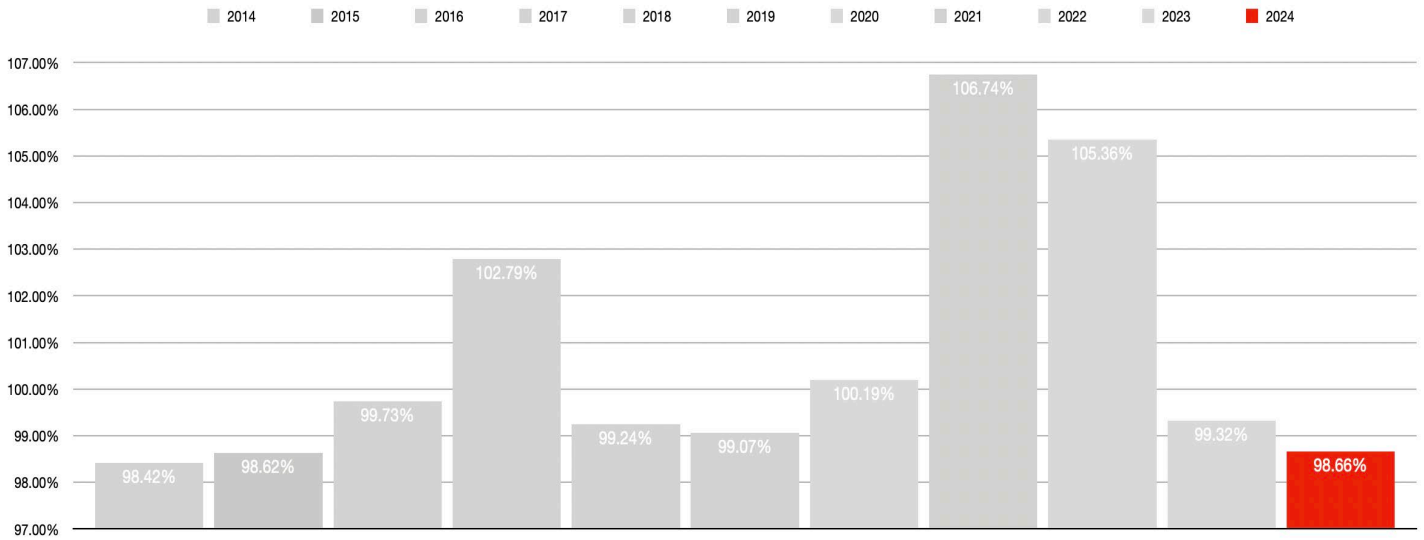
Year-Over-Year



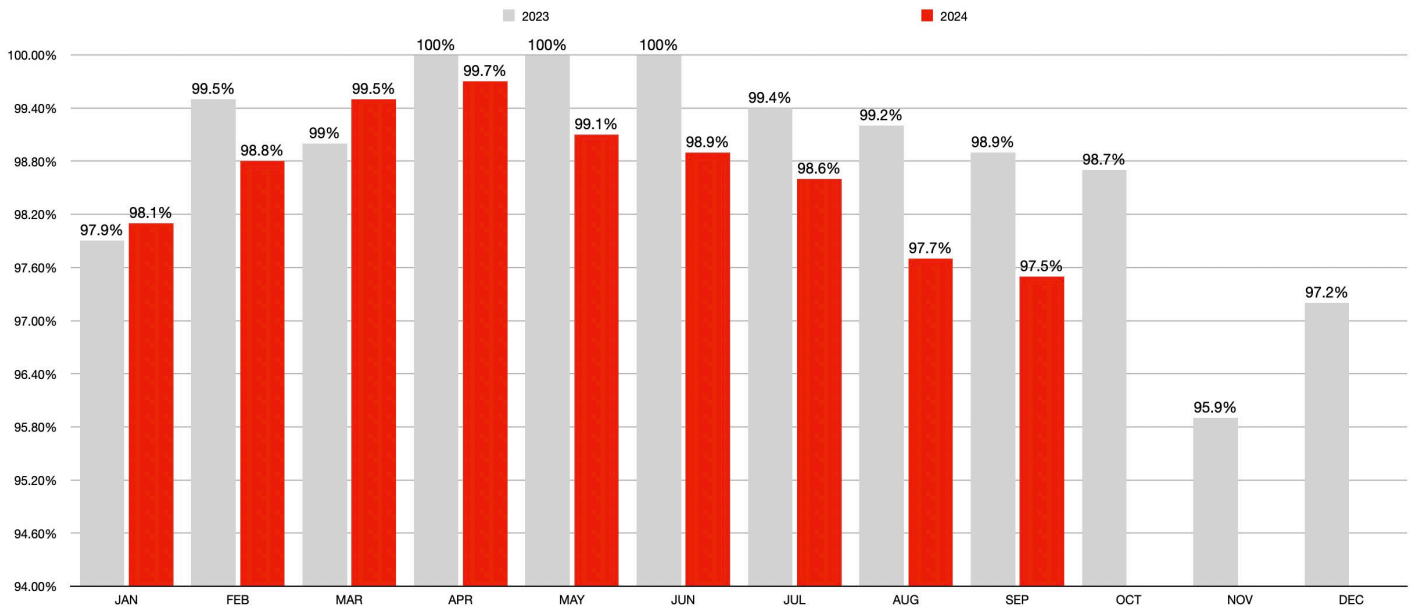
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

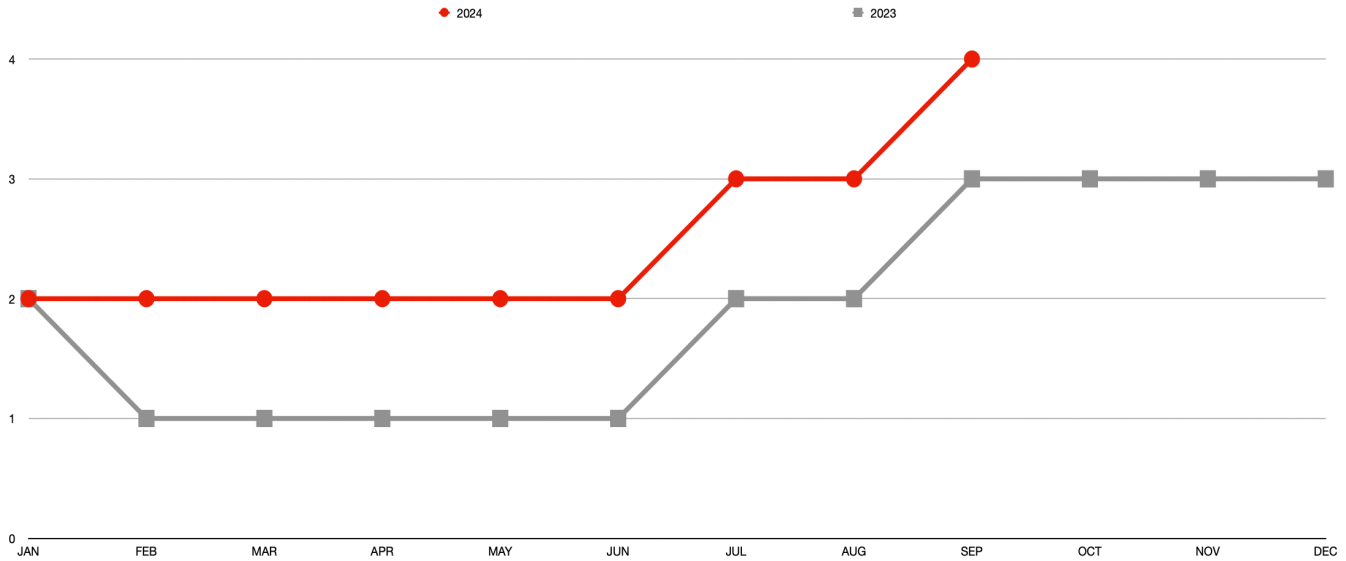


Year-Over-Year

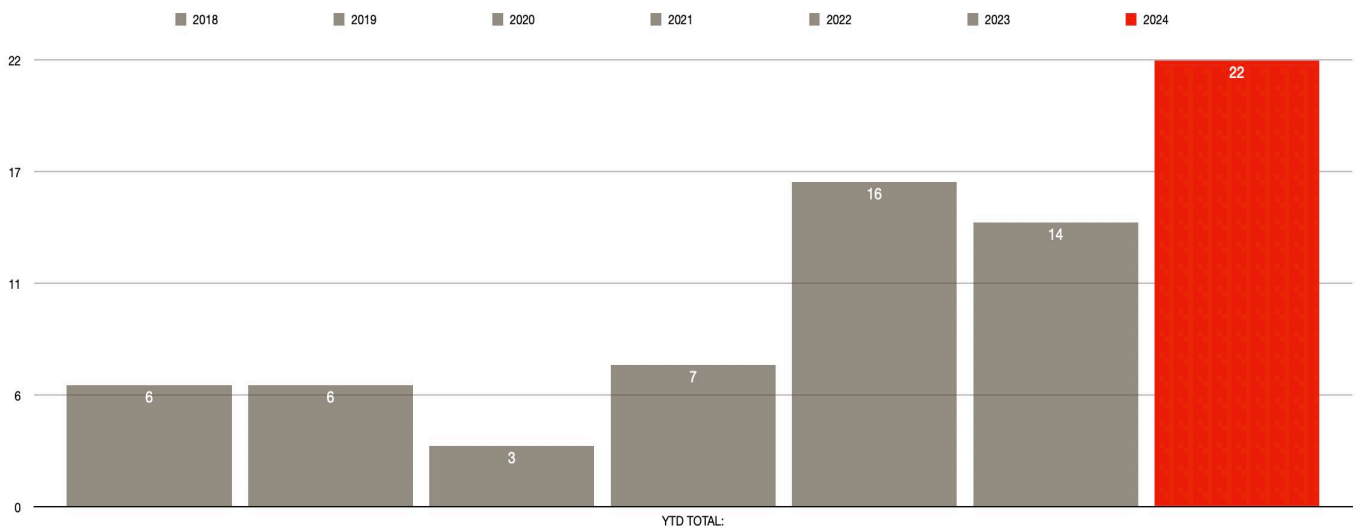


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

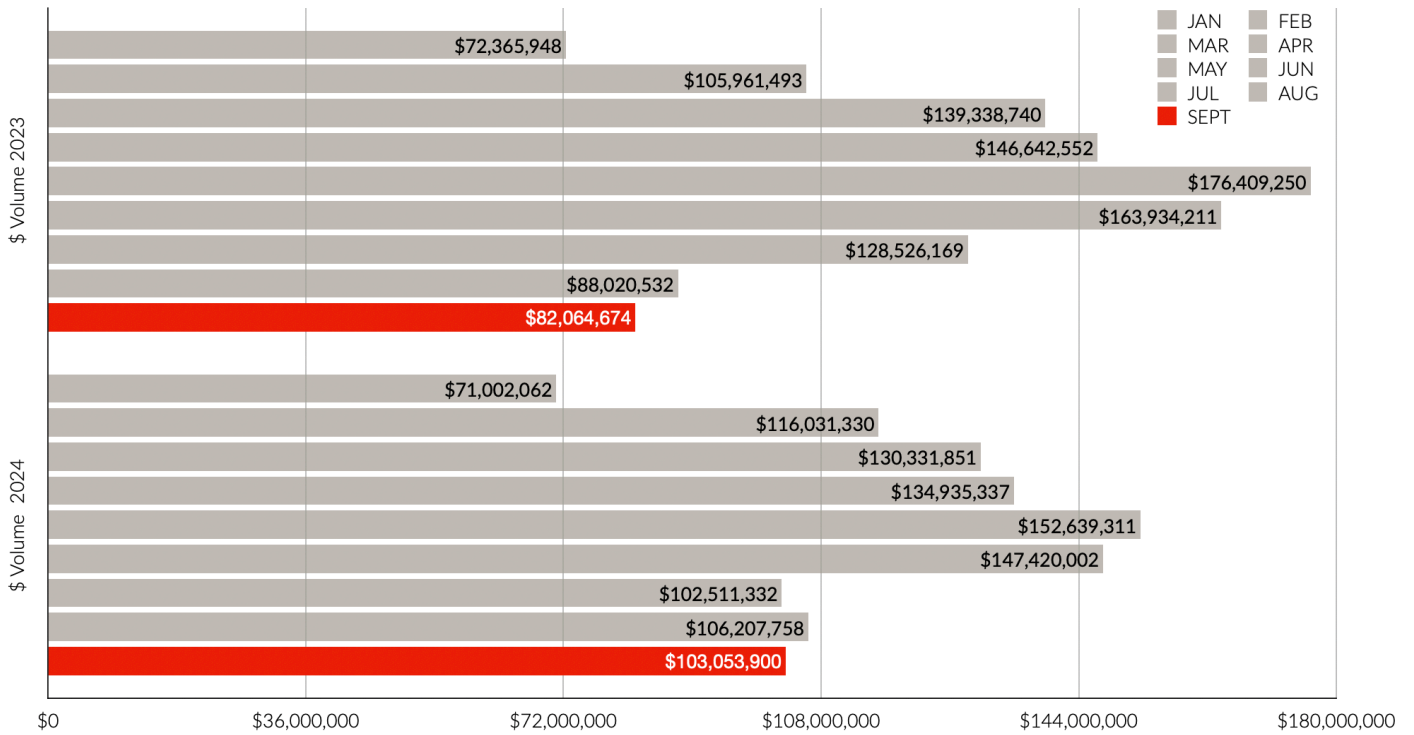


Month-Over-Month 2023 vs. 2024

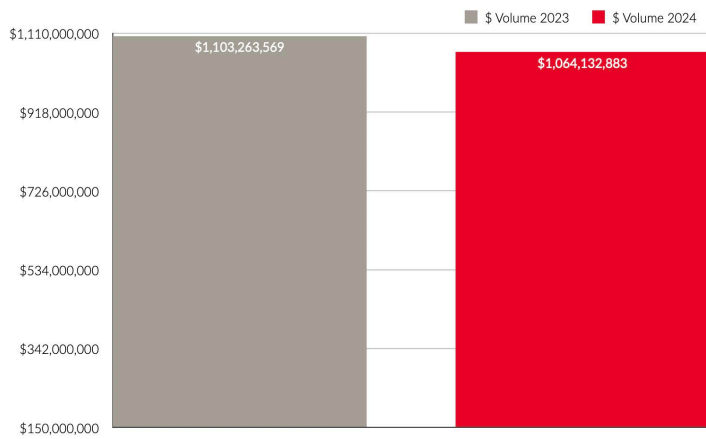


Year-Over-Year

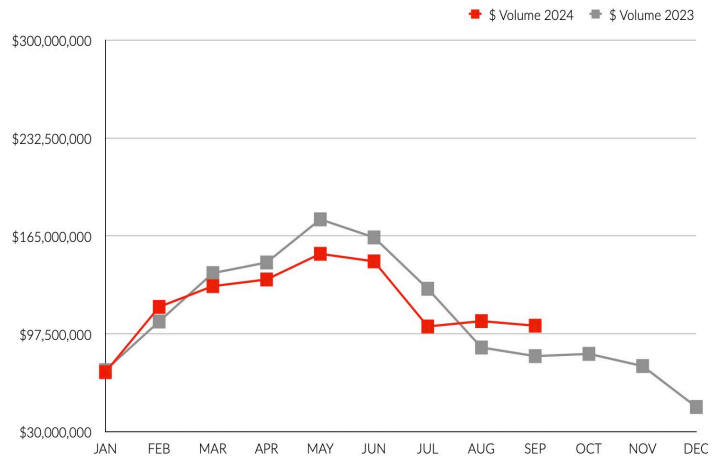
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

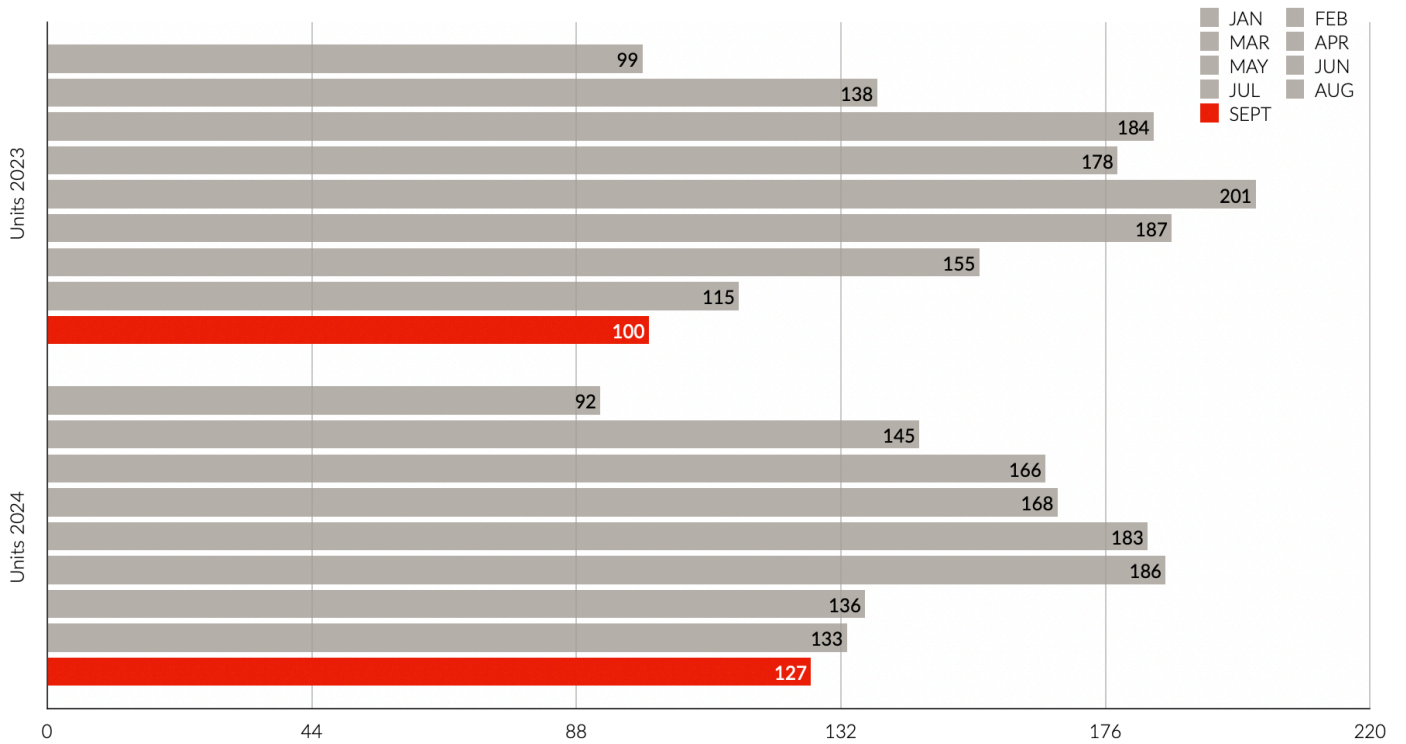


Yearly Totals 2023 vs. 2024

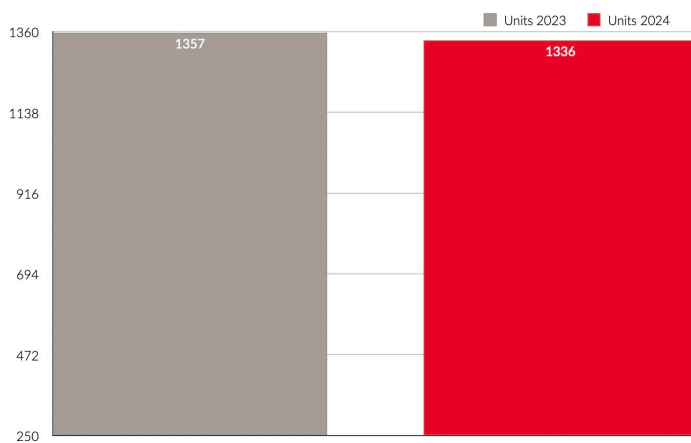


Month vs. Month 2023 vs. 2024

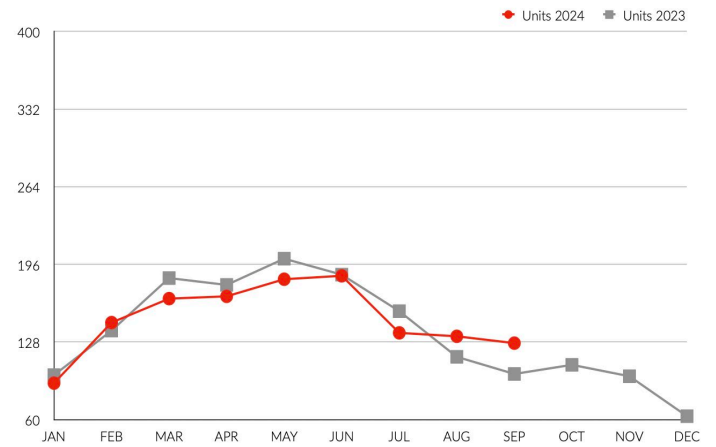
UNIT SALES



Monthly Comparison 2023 vs. 2024

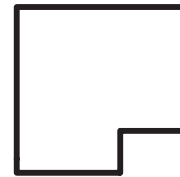


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



FREEHOLD

CONDOMINIUM

VACANT LAND

YTD Sales Volume	\$732,408,483 -6.98%	\$296,467,811 -0.41%	\$7,022,500 -4.79%
YTD Unit Sales	825 -3.4%	472 -2.07%	5 -50%
YTD Average Sale Price	\$887,768 -3.71%	\$628,110 +1.7%	\$1,404,500.00 +90.41%
September Sales Volume	\$72,734,100 +17.02%	\$25,457,800 +30.33%	\$4,587,500 Up from \$0

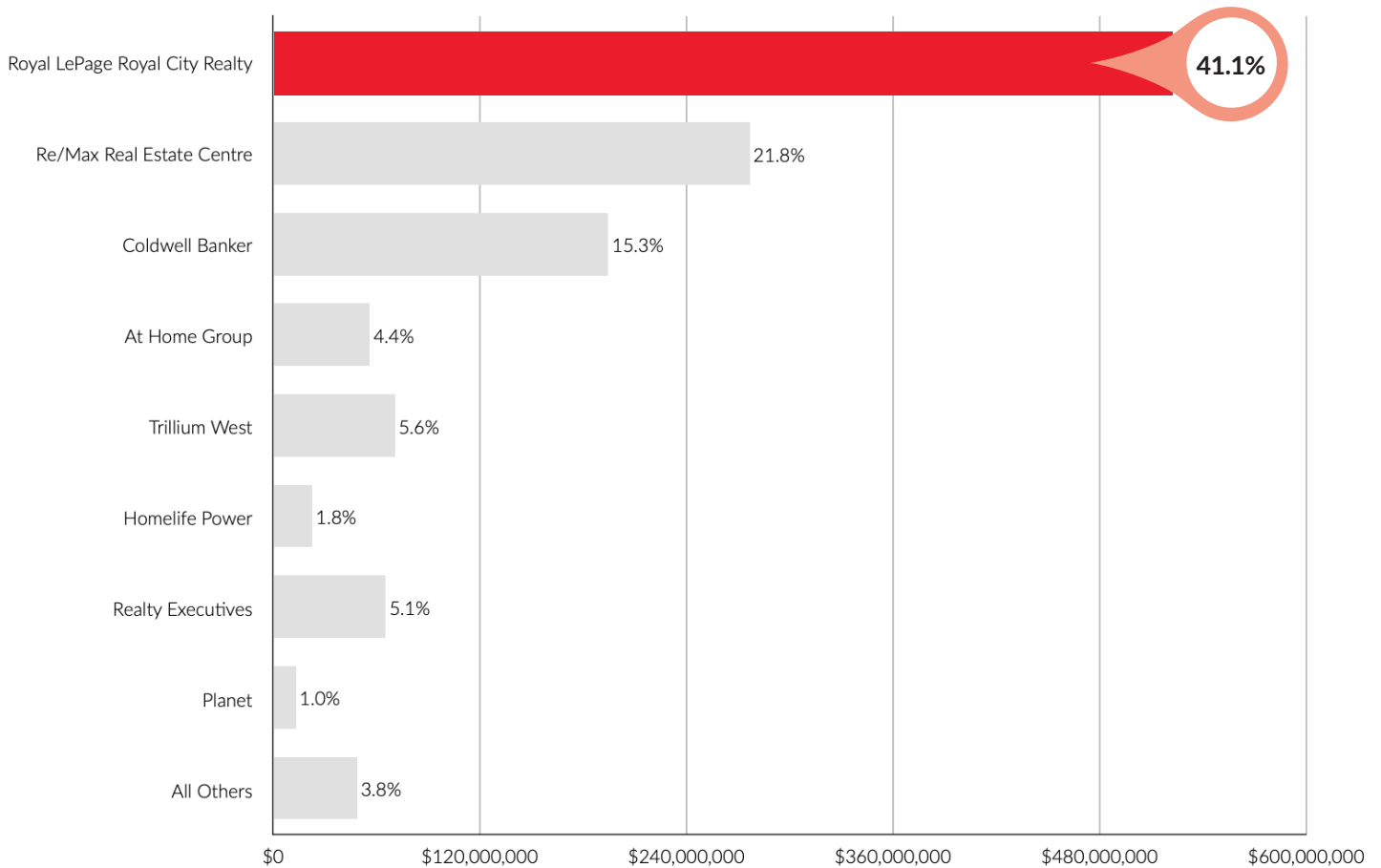


NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of September 1, 2024.

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

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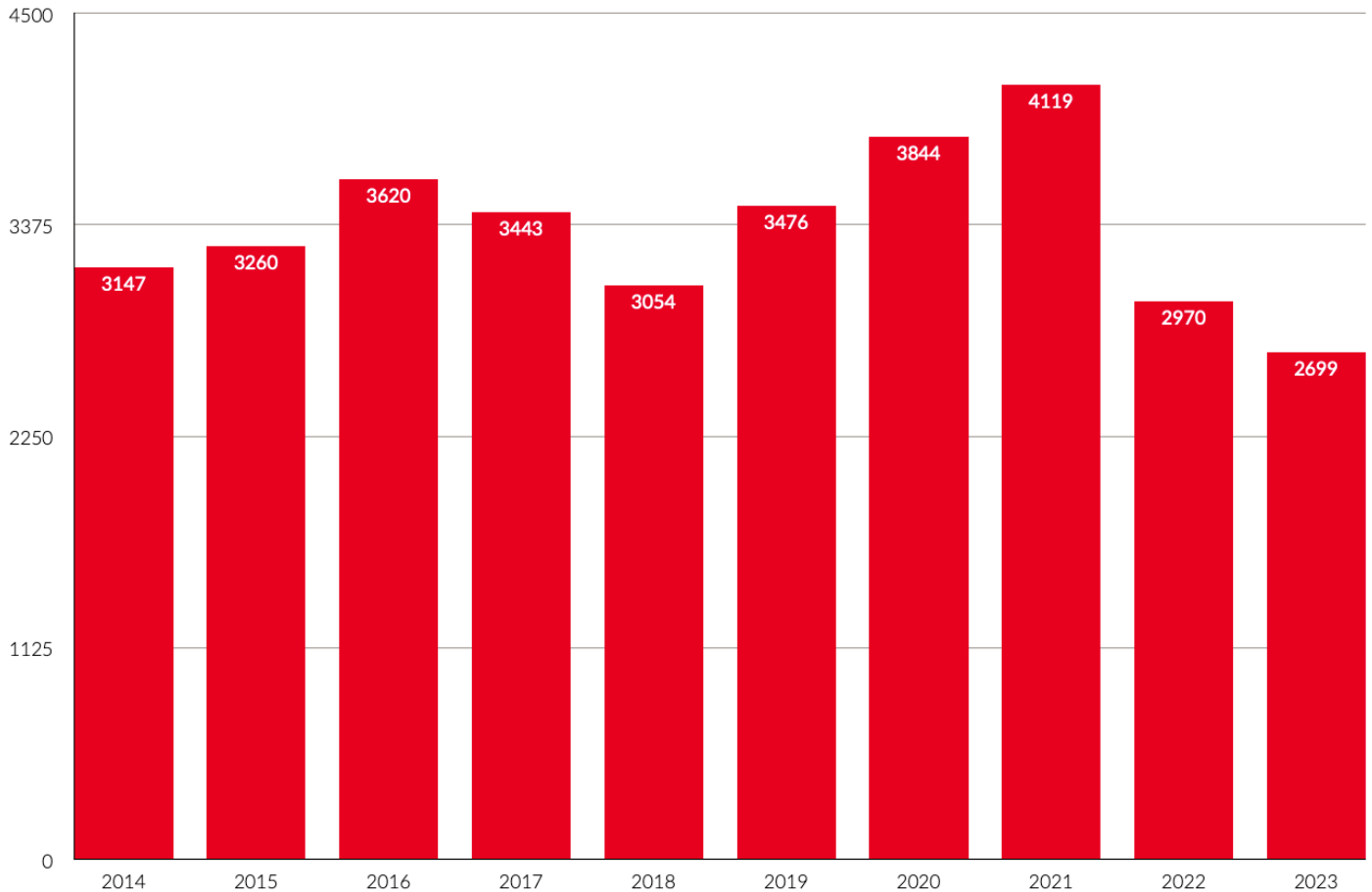
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
September 2024



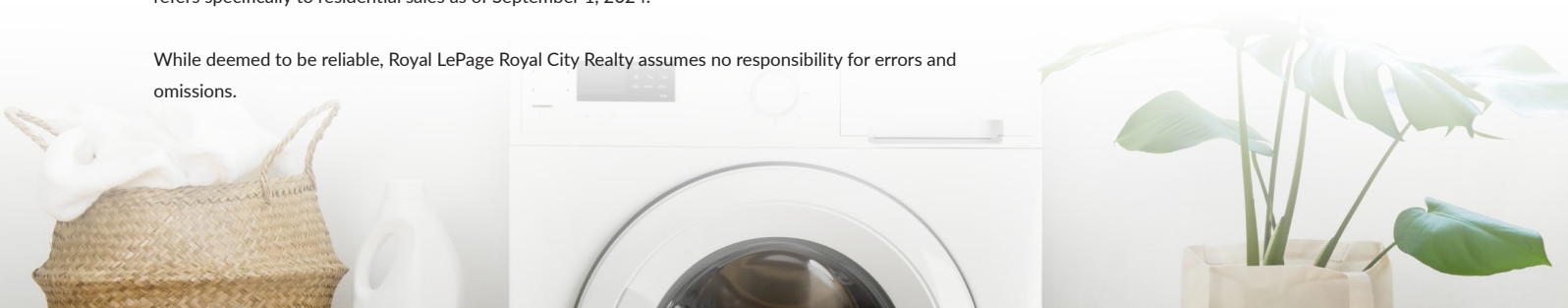
10 YEAR MARKET ANALYSIS



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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