



2022 DECEMBER

GUELPH/ERAMOSIA

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

BALANCED MARKET

The real estate market in Guelph/Eramosa stays a balanced market to finish off the year, as year-to-date sales decrease and unit sales rise. The year-to-date average and median sales prices are still higher than this time last year, which shows proof of a strong foundation to the market. It is important to note that this market is smaller, and more prone of erratic change.



December year-over-year sales volume of \$9,343,900

Down 25.17% from 2021's \$12,487,500 with unit sales of 8 up 14.29% from last December's 7. New listings of 2 are down from the 9 in 2021, with the sales/listing ratio of 400% up from 77.78% in 2021.



Year-to-date sales volume of \$199,632,924

Down 24.3% from 2021's \$263,731,419 with unit sales of 151 down 29.44% from last December's 214. New listings of 297 are up 2.77% from a year ago, with the sales/listing ratio of 50.84% down 23.21%.



Year-to-date average sale price of \$1,373,210

Up from \$1,230,487 one year ago with median sale price of \$1,103,500 up from \$1,097,500 one year ago. Average days-on-market of 33.58 is up 14.75 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$985,000

-10.05%

Sales Volume

\$9,343,900

-25.17%

Unit Sales

8

+14.29%

New Listings

2

-77.78%

Expired Listings

4

+33.33%

Unit Sales/Listings Ratio

400%

+322.22%

Year-over-year comparison

(December 2022 vs. December 2021)

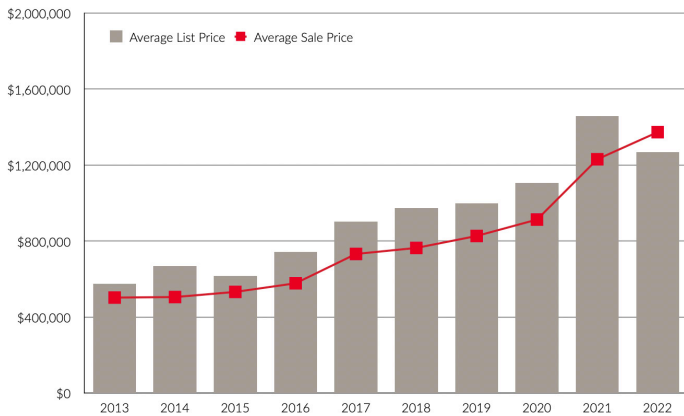


THE MARKET IN DETAIL

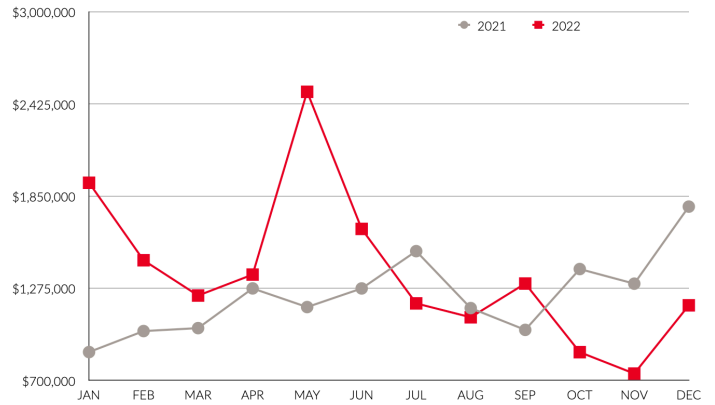
| | 2020 | 2021 | 2022 | 2021-2022 |
|--------------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$188,565,766 | \$263,731,419 | \$199,632,924 | -24.3% |
| YTD Unit Sales | 197 | 214 | 151 | -29.44% |
| YTD New Listings | 236 | 289 | 297 | +2.77% |
| YTD Sales/Listings Ratio | 83.47% | 74.05% | 50.84% | -23.1% |
| YTD Expired Listings | 27 | 12 | 31 | +158.33% |
| December Volume Sales | \$17,833,100 | \$12,487,500 | \$9,343,900 | -25.17% |
| December Unit Sales | 15 | 7 | 8 | +14.29% |
| December New Listings | 9 | 9 | 2 | -77.78% |
| December Sales/Listings Ratio | 166.78% | 77.78% | 400% | +322.22% |
| December Expired Listings | 3 | 3 | 4 | +33.33% |
| YTD Sales: \$0-\$199K | 0 | 0 | 9 | Up from 0 |
| YTD Sales: \$200K-\$349K | 3 | 0 | 1 | Up from 0 |
| YTD Sales: \$350K-\$549K | 16 | 8 | 5 | -37.5% |
| YTD Sales: \$550K-\$749K | 47 | 23 | 7 | -69.57% |
| YTD Sales: \$750K-\$999K | 77 | 54 | 38 | -29.63% |
| YTD Sales: \$1M+ | 55 | 129 | 91 | -29.46% |
| YTD Average Days-On-Market | 46.83 | 18.83 | 33.58 | +78.32% |
| YTD Average Sale Price | \$913,078 | \$1,230,487 | \$1,373,210 | +11.6% |
| YTD Median Sale Price | \$780,500 | \$1,097,500 | \$1,103,500 | +0.55% |

Guelph/Eramosa MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

AVERAGE SALE PRICE

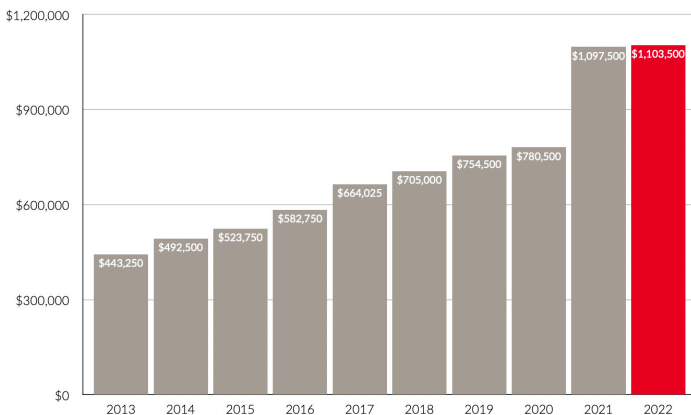


Year-Over-Year

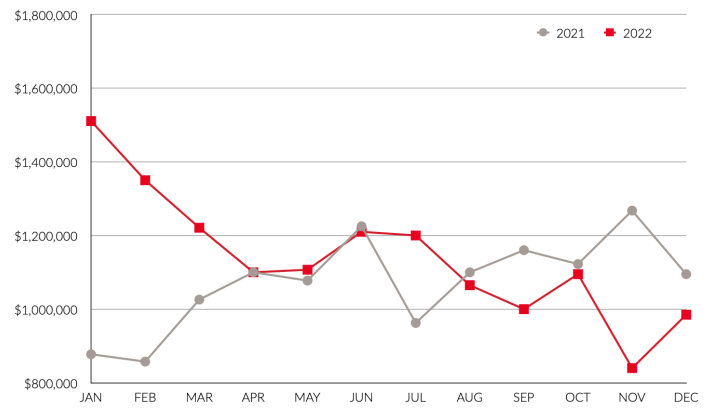


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



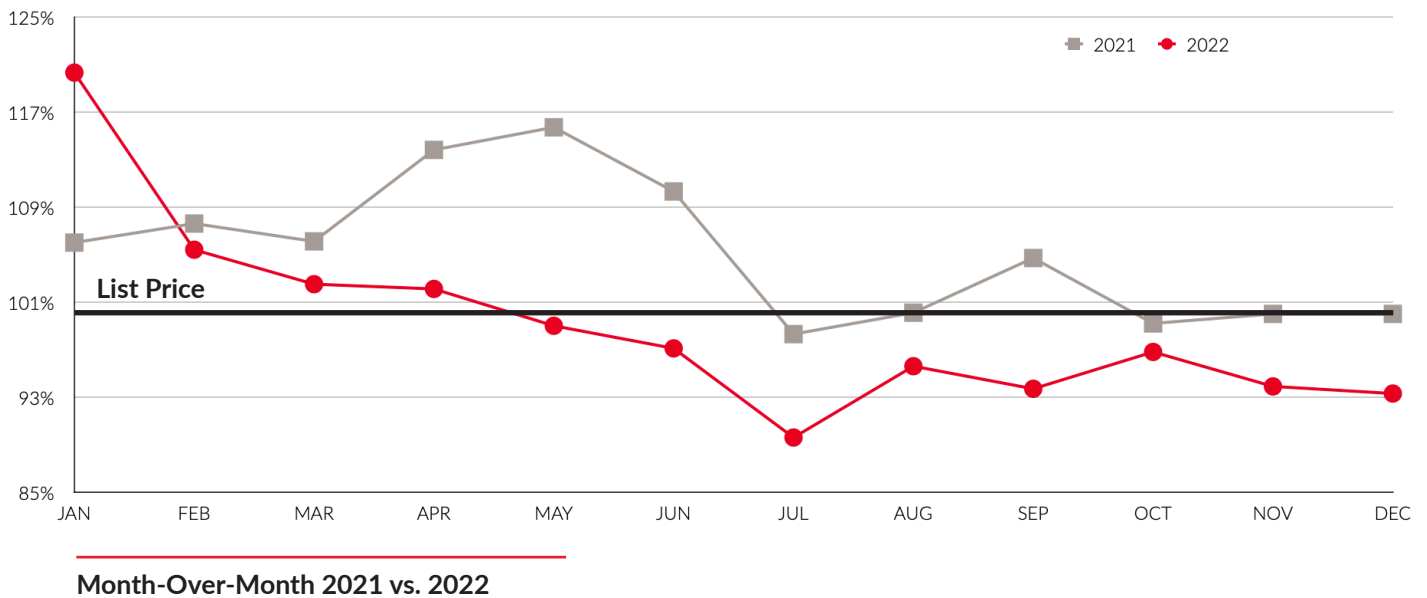
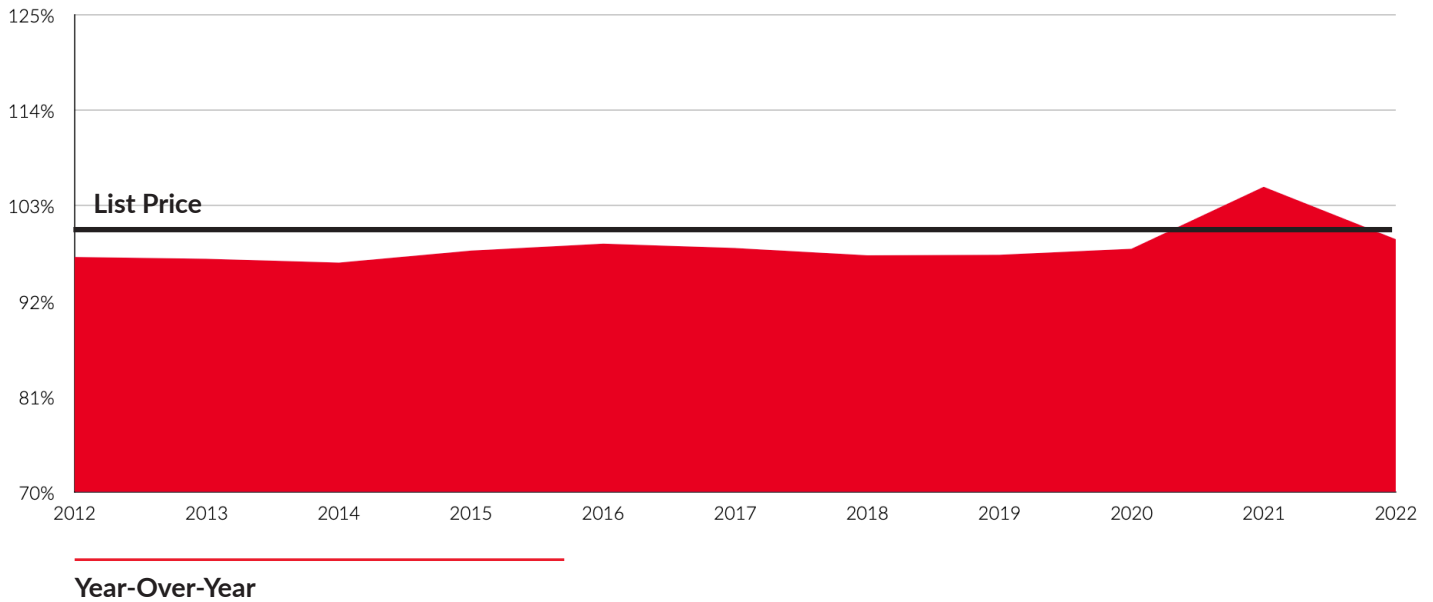
Year-Over-Year



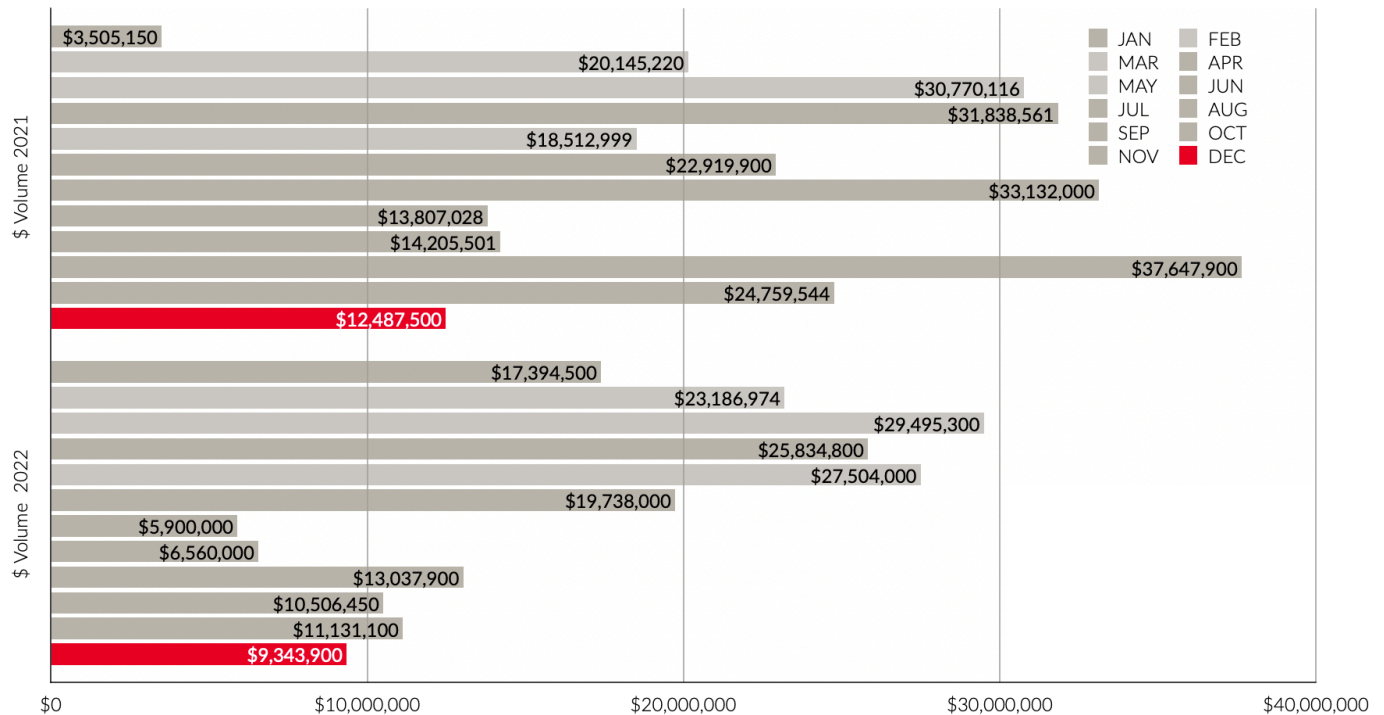
Month-Over-Month 2021 vs. 2022

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

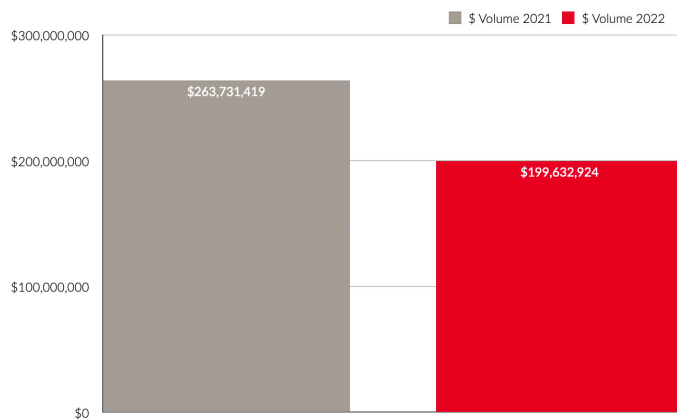
SALE PRICE VS. LIST PRICE RATIO



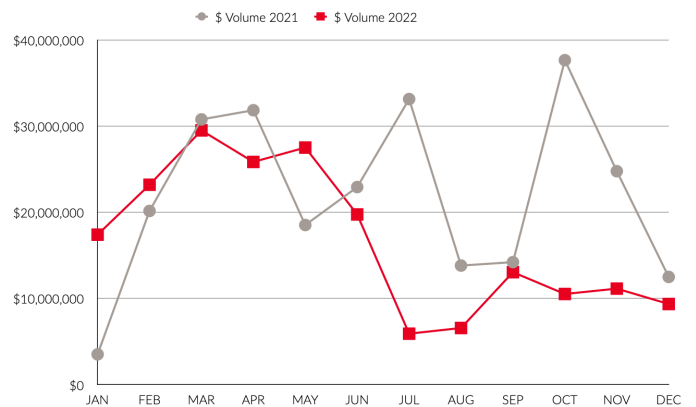
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

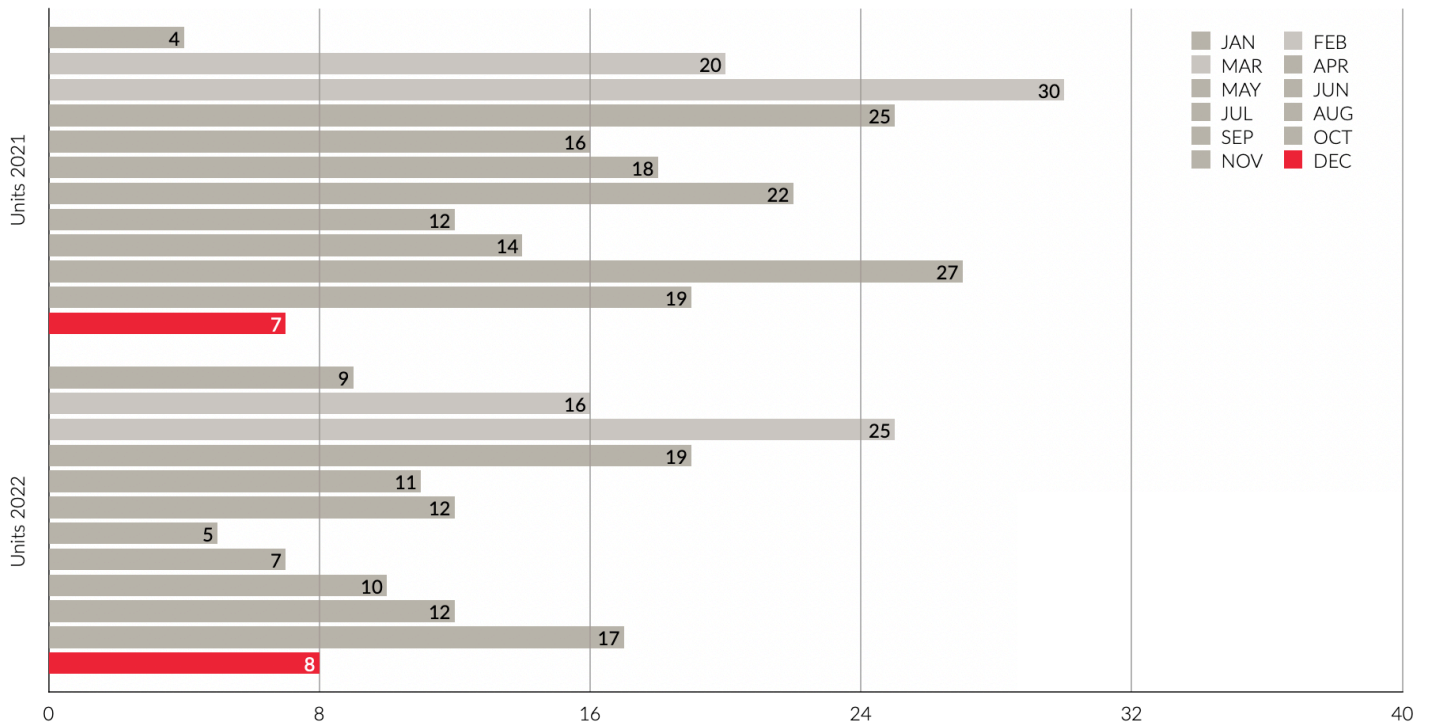


Yearly Totals 2021 vs. 2022

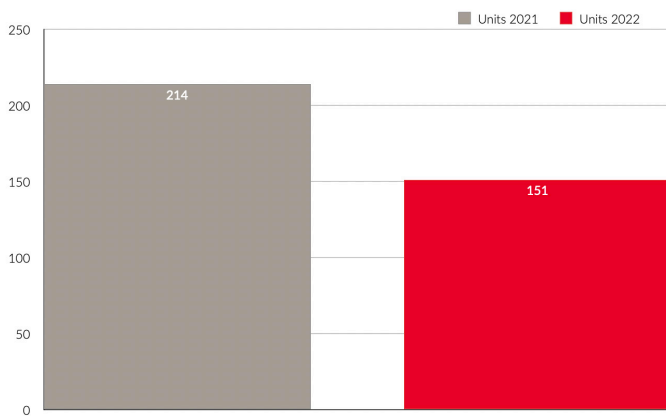


Month vs. Month 2021 vs. 2022

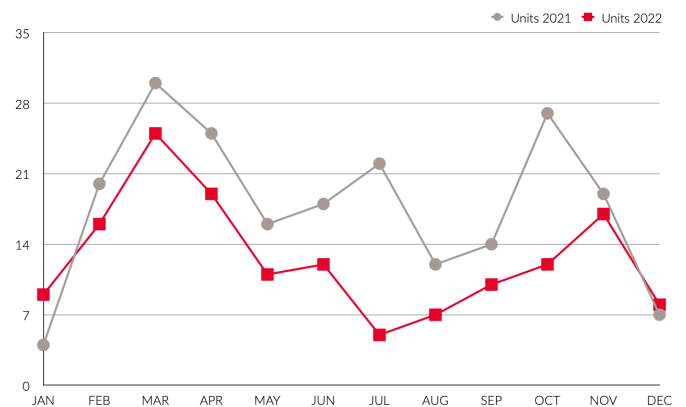
UNIT SALES



Monthly Comparison 2021 vs. 2022

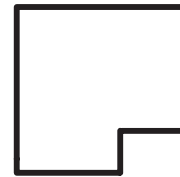

















Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

SALES BY TYPE

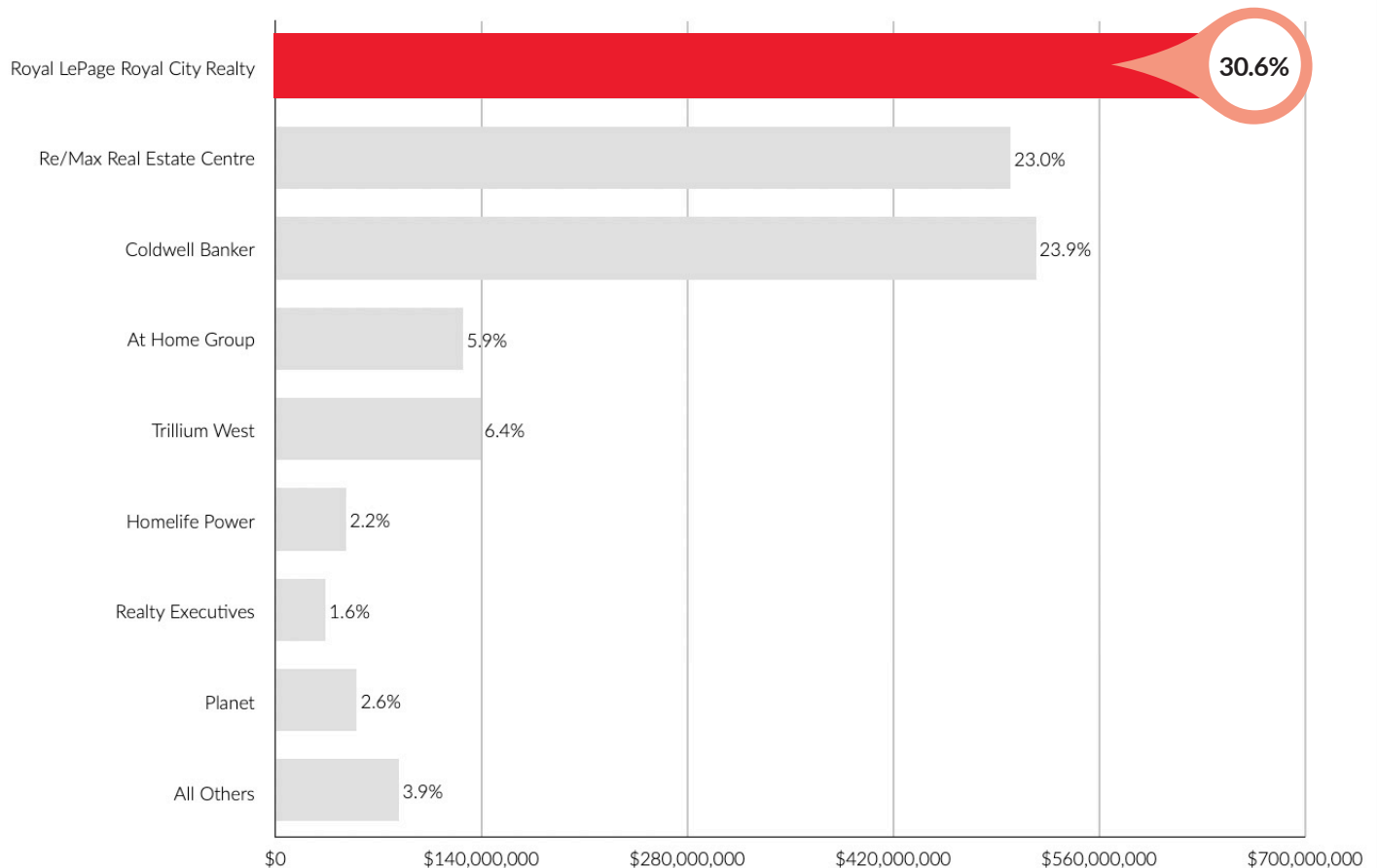


| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|---|---|--|
| YTD Sales Volume |  \$151,302,124 -29.84% |  \$9,230,700 -17.4% |  \$22,806,900 +1,303.5% |
| YTD Unit Sales |  113 -37.57% |  12 -29.41% |  7 +133.3% |
| YTD Average Sale Price |  \$1,338,957 +12.38% |  \$749,225 +17.02% |  \$3,258,128 +501.5% |
| December Sales Volume |  \$7,821,000 +1.08% |  \$1,522,900 Up from \$0 |  \$0 No change |
| December Unit Sales |  6 +20% |  2 Up from 0 |  0 No change |

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



MARKET DOMINANCE

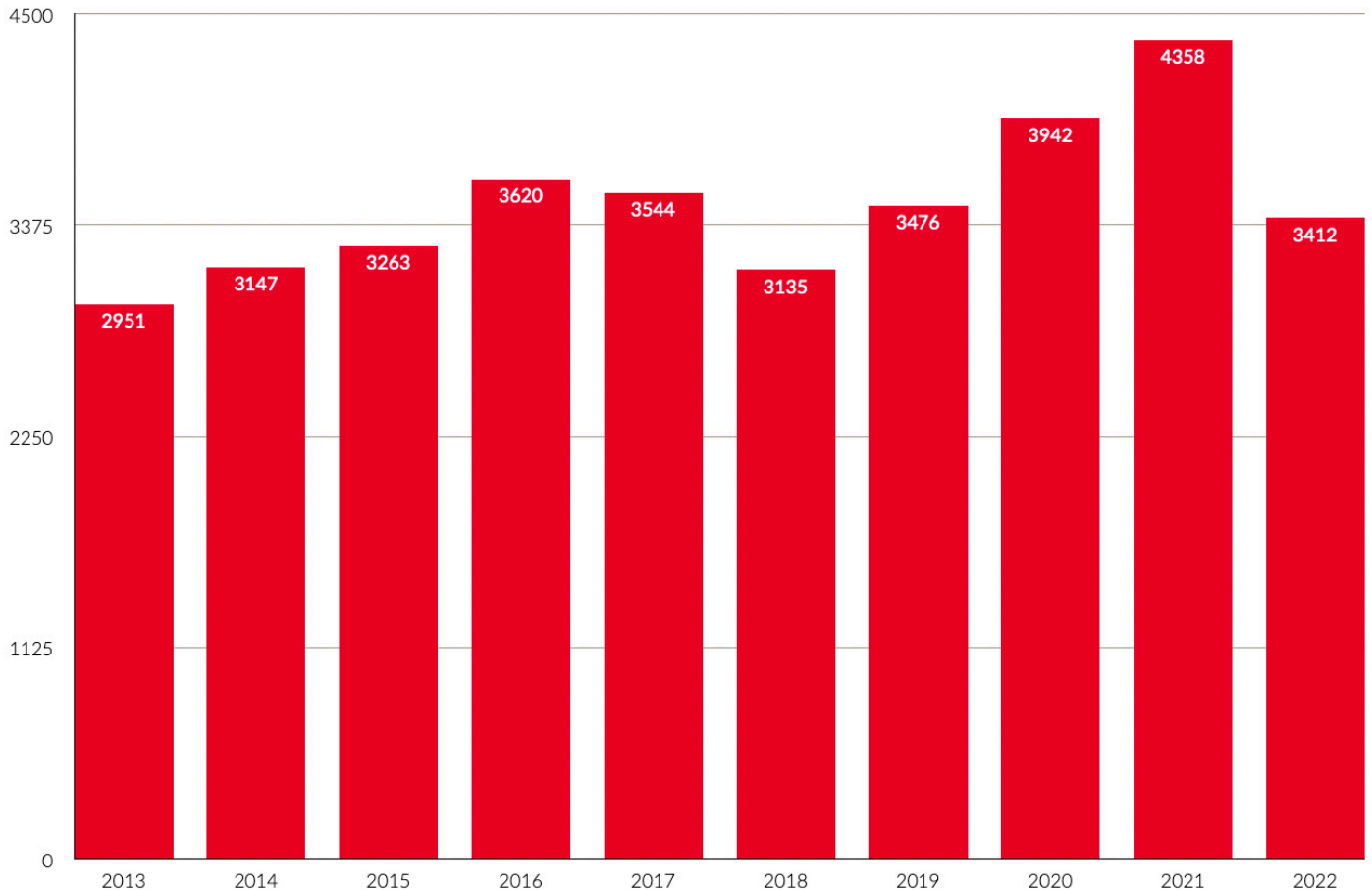


Market Share by Dollar Volume

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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