



# 2022 NOVEMBER

## GUELPH/ERAMOSA

### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa remains in balanced territory as sales decrease and unit sales rise compared to this time last year. The year-to-date average and median sales prices are still higher than this time last year, which shows that this market will have a strong foundation as it enters the holiday season.



### November year-over-year sales volume of \$11,131,100

Down 55.04% from 2021's \$24,759,544 with unit sales of 17 down 10.53% from last November's 19. New listings of 22 are up from the 20 in 2021, with the sales/listing ratio of 77.27% down from 95% in 2021.



### Year-to-date sales volume of \$190,289,024

Down 24.26% from 2021's \$251,243,919 with unit sales of 143 down 30.92% from last November's 207. New listings of 295 are up 5.36% from a year ago, with the sales/listing ratio of 48.47% down 25.45%.



### Year-to-date average sale price of \$1,391,867

Up from \$1,180,174 one year ago with median sale price of \$1,107,000 up from \$1,100,000 one year ago. Average days-on-market of 32.91 is up 14.27 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$840,000**

-33.73%

Sales Volume

**\$11,131,100**

-55.04%

Unit Sales

**17**

-10.53%

New Listings

**22**

+10%

Expired Listings

**4**

+33.33%

Unit Sales/Listings Ratio

**77.27%**

-17.73%

*Year-over-year comparison*

*(November 2022 vs. November 2021)*



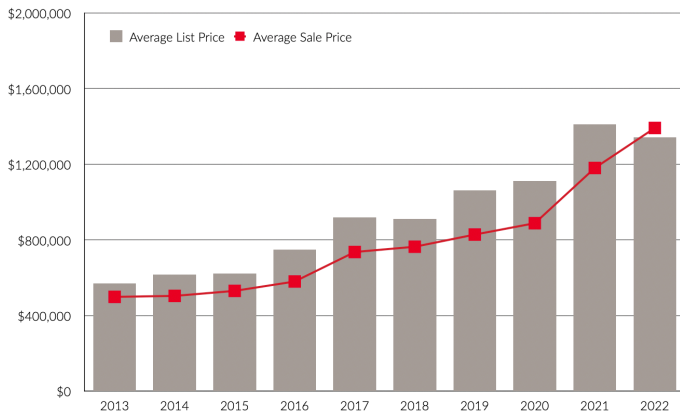


# THE MARKET IN DETAIL

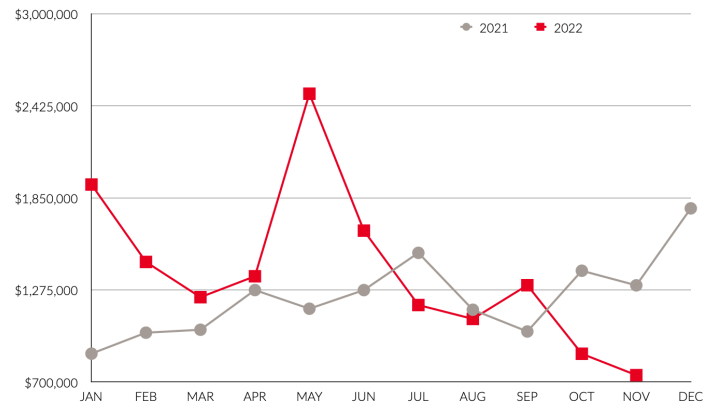
|                                      | 2020          | 2021          | 2022          | 2021-2022 |
|--------------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>              | \$170,732,666 | \$251,243,919 | \$190,289,024 | -24.26%   |
| <b>YTD Unit Sales</b>                | 182           | 207           | 143           | -30.92%   |
| <b>YTD New Listings</b>              | 227           | 280           | 295           | +5.36%    |
| <b>YTD Sales/Listings Ratio</b>      | 80.18%        | 73.93%        | 48.47%        | -25.45%   |
| <b>YTD Expired Listings</b>          | 24            | 9             | 27            | +200%     |
| <b>November Volume Sales</b>         | \$26,066,300  | \$24,759,544  | \$11,131,100  | -55.04%   |
| <b>November Unit Sales</b>           | 24            | 19            | 17            | -10.53%   |
| <b>November New Listings</b>         | 13            | 20            | 22            | +10%      |
| <b>November Sales/Listings Ratio</b> | 184.62%       | 95%           | 77.27%        | -17.73%   |
| <b>November Expired Listings</b>     | 0             | 3             | 4             | +33.33%   |
| <b>YTD Sales: \$0-\$199K</b>         | 0             | 0             | 9             | Up from 0 |
| <b>YTD Sales: \$200K-\$349K</b>      | 3             | 0             | 1             | Up from 0 |
| <b>YTD Sales: \$350K-\$549K</b>      | 16            | 8             | 4             | -50%      |
| <b>YTD Sales: \$550K-\$749K</b>      | 43            | 23            | 7             | -69.57%   |
| <b>YTD Sales: \$750K-\$999K</b>      | 75            | 52            | 34            | -34.62%   |
| <b>YTD Sales: \$1M+</b>              | 46            | 124           | 88            | -29.03%   |
| <b>YTD Average Days-On-Market</b>    | 48.55         | 18.64         | 32.91         | +76.59%   |
| <b>YTD Average Sale Price</b>        | \$888,006     | \$1,180,174   | \$1,391,867   | +17.94%   |
| <b>YTD Median Sale Price</b>         | \$780,000     | \$1,100,000   | \$1,107,000   | +0.64%    |

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

# AVERAGE SALE PRICE

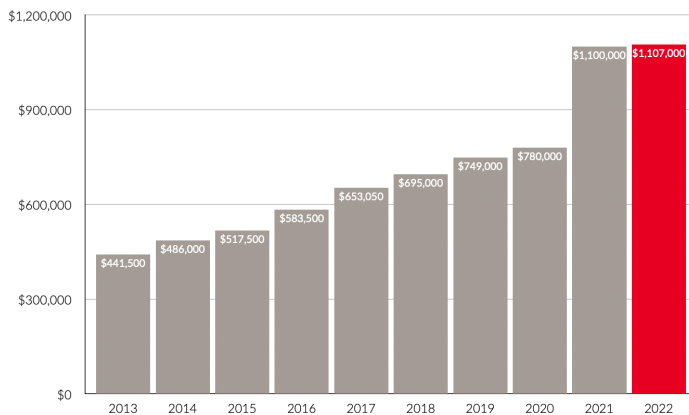


Year-Over-Year

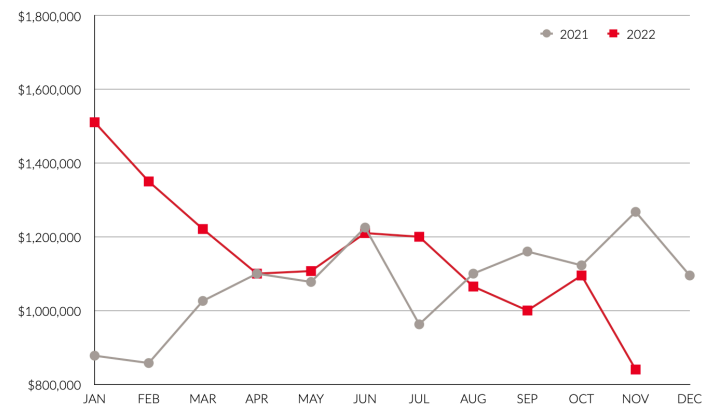


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



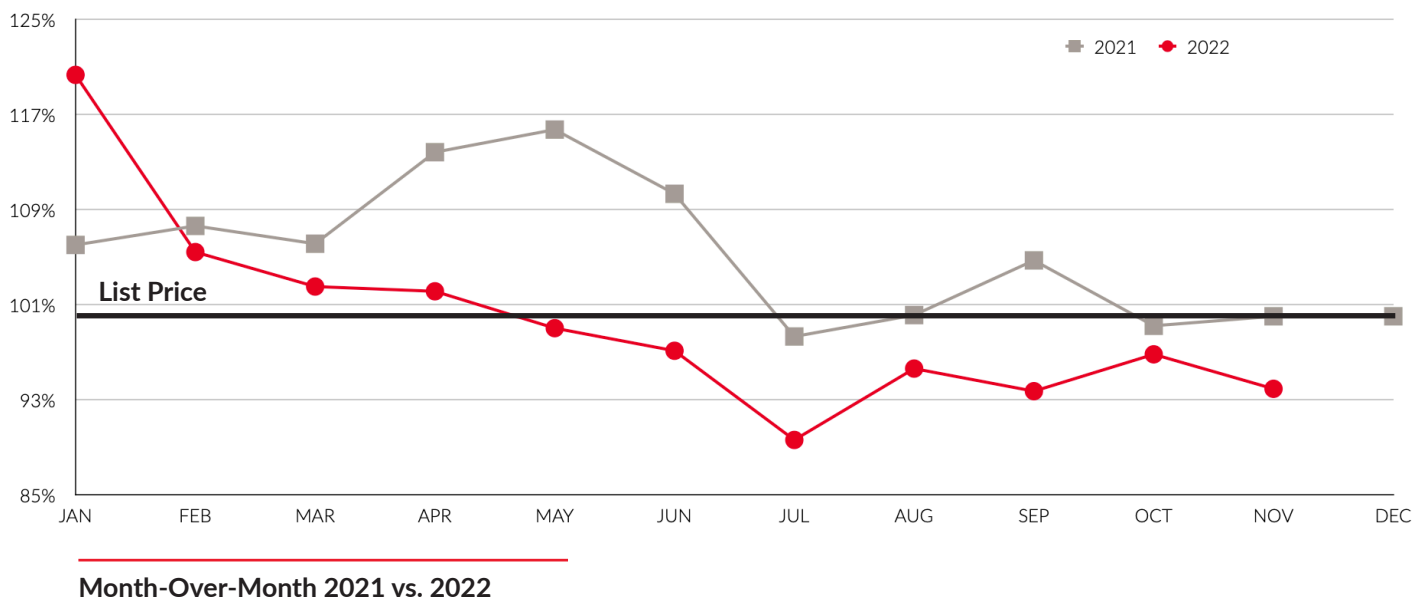
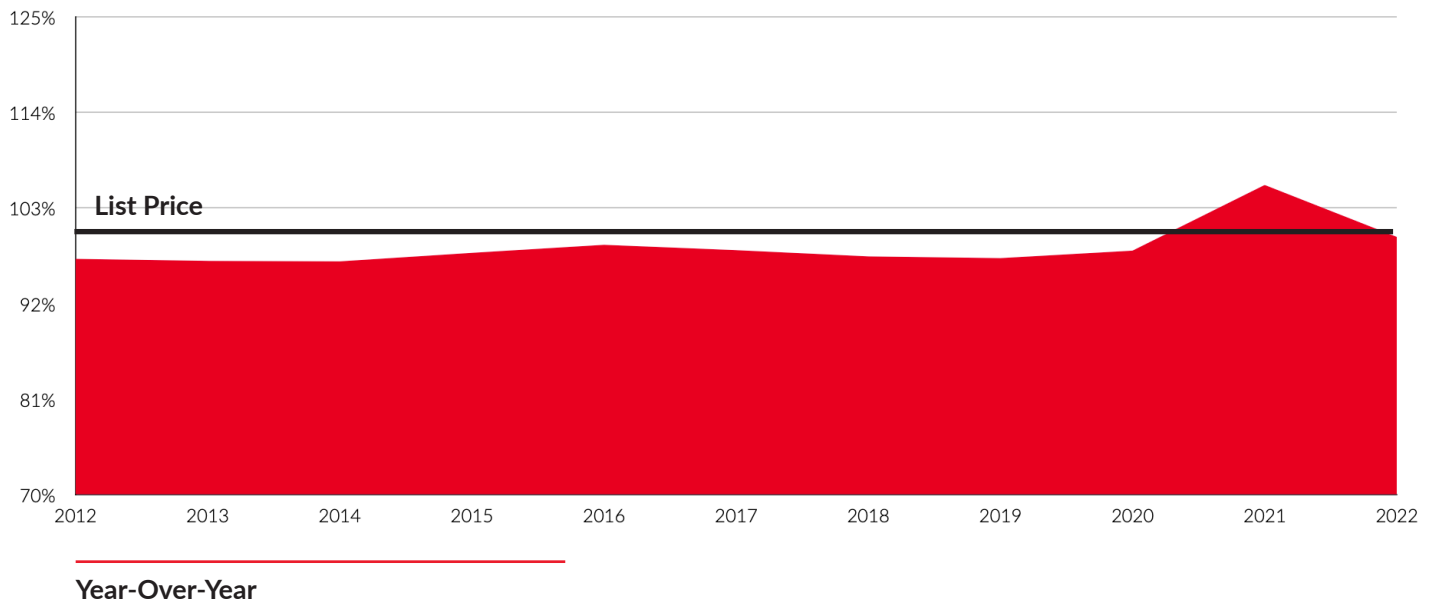
Year-Over-Year



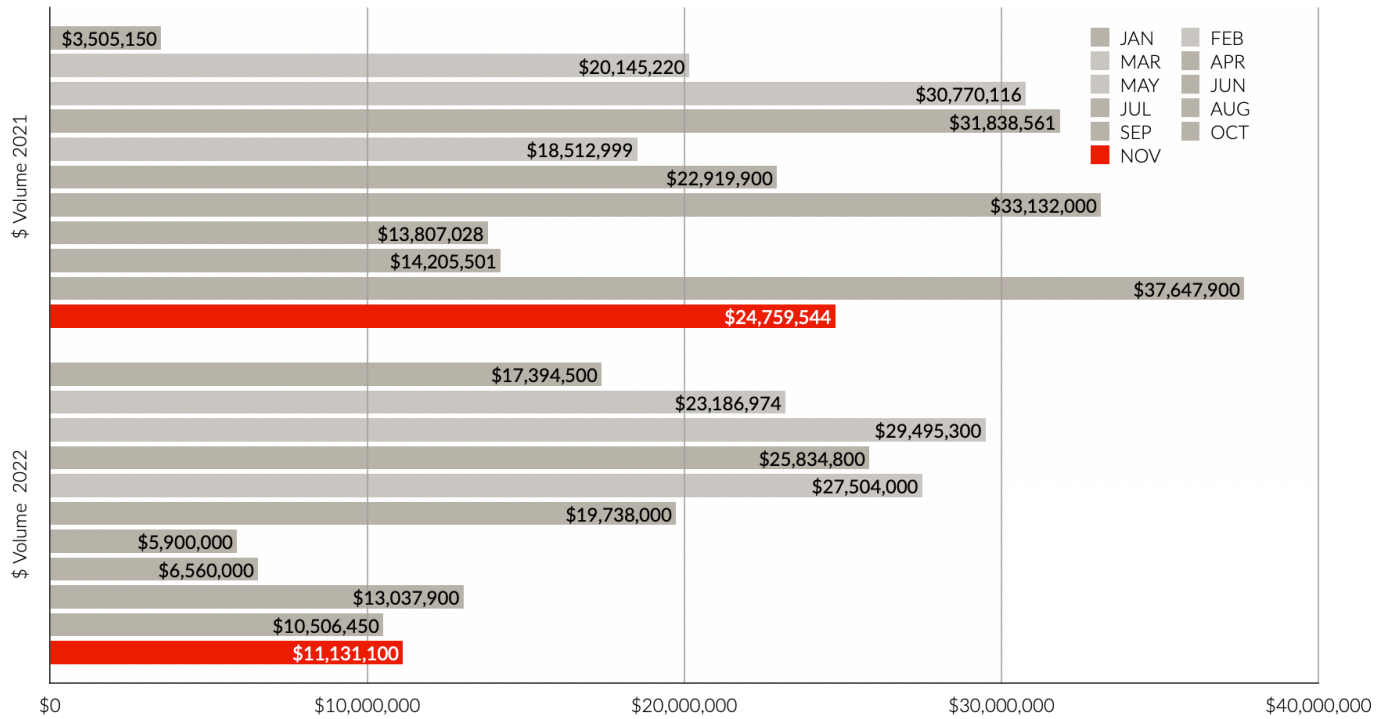
Month-Over-Month 2021 vs. 2022

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

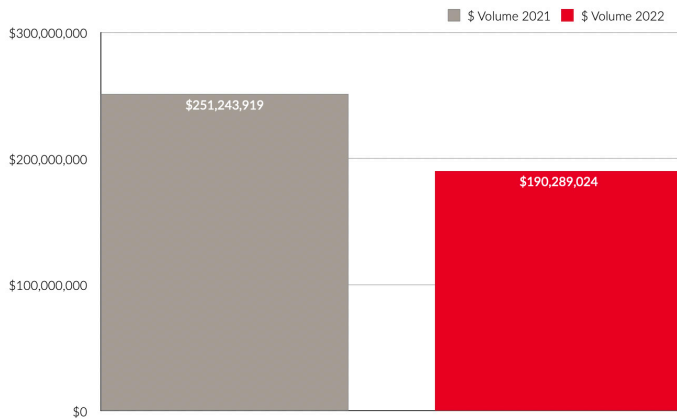
# SALE PRICE VS. LIST PRICE RATIO



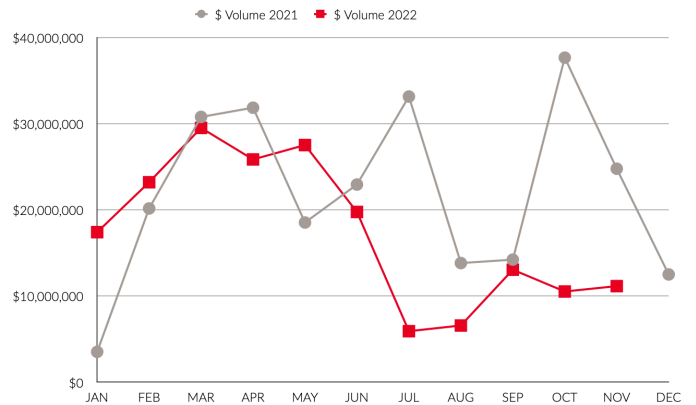
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

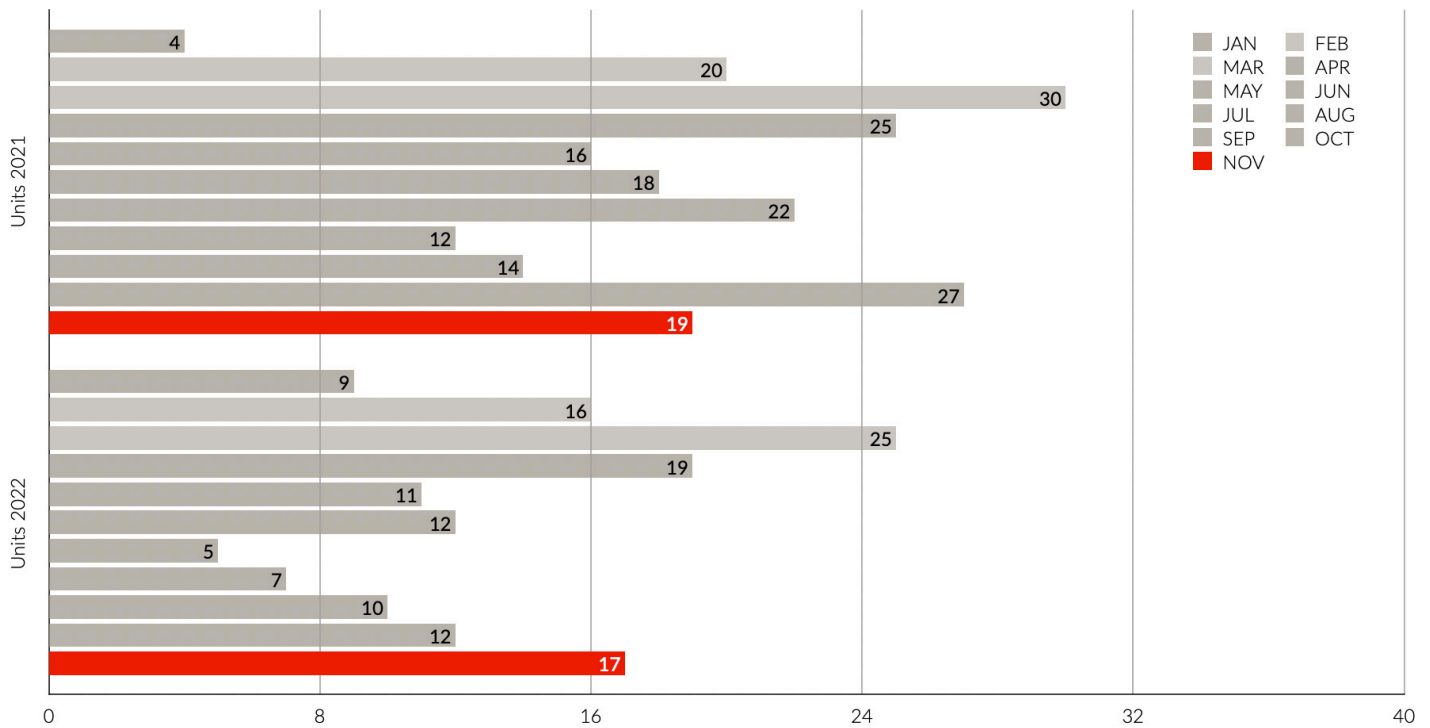


## Yearly Totals 2021 vs. 2022

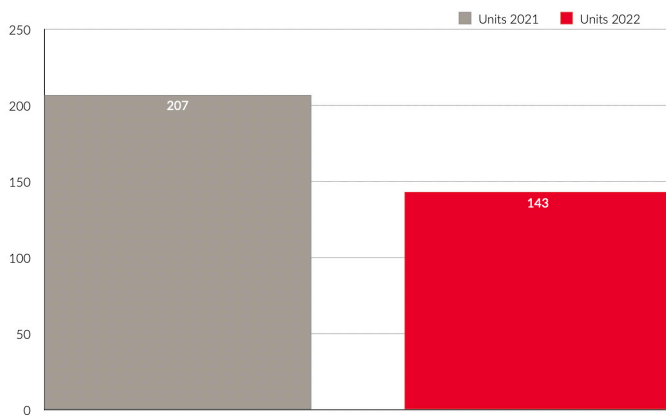


## Month vs. Month 2021 vs. 2022

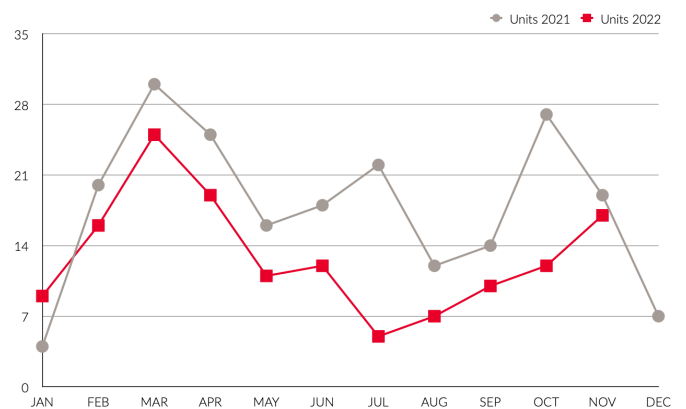
# UNIT SALES



## Monthly Comparison 2021 vs. 2022



## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

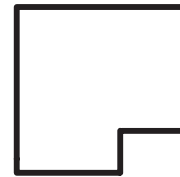
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

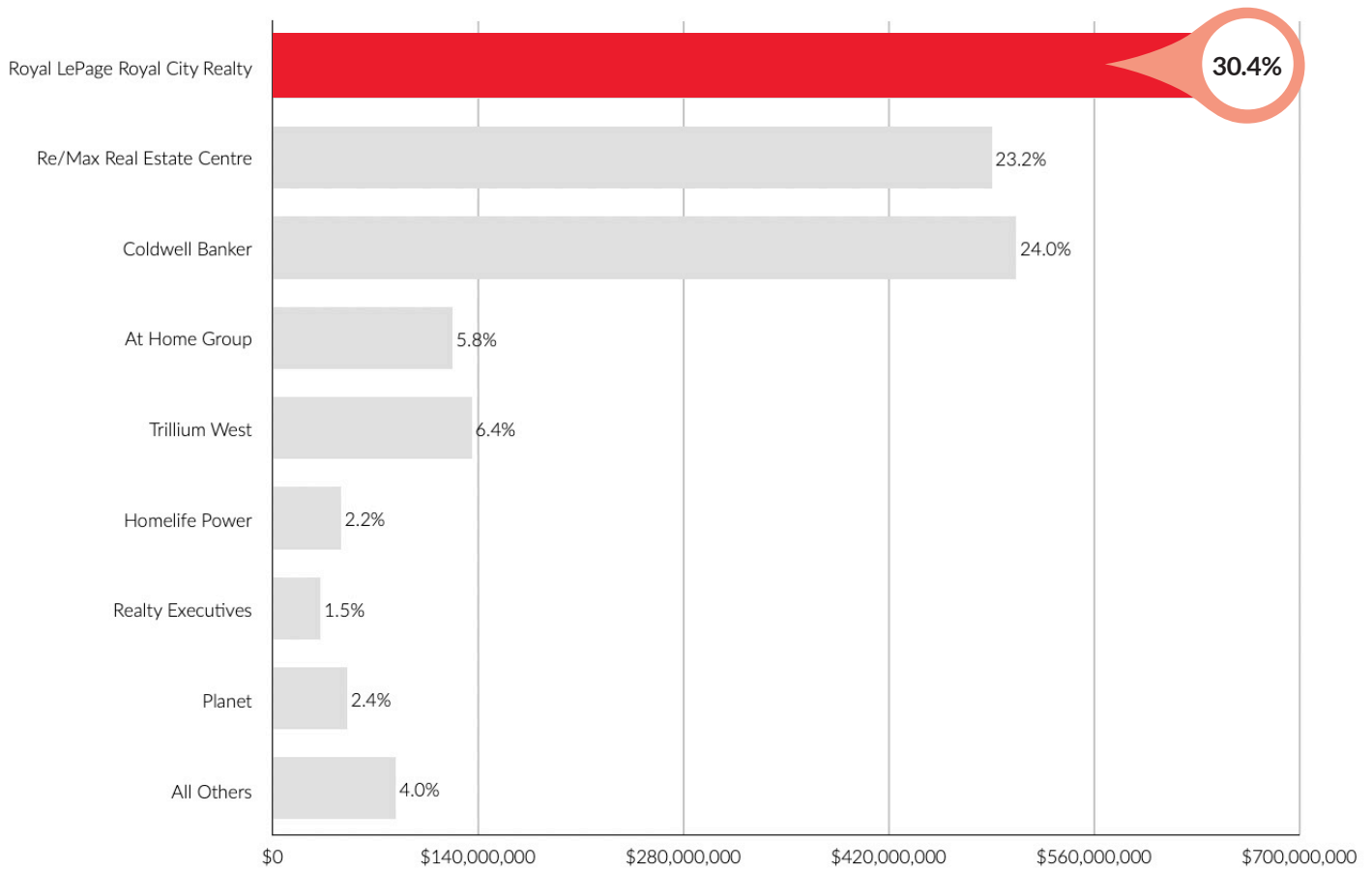
|                        |   |   |   |
|------------------------|---|---|---|
| YTD Sales Volume       |  <b>\$143,481,124</b><br>-30.99% |  <b>\$7,707,800</b><br>-31.02%       |  <b>\$22,806,900</b><br>+1,303.5%  |
| YTD Unit Sales         |  <b>107</b><br>-39.2%           |  <b>10</b><br>-41.18%               |  <b>7</b><br>+133.3%              |
| YTD Average Sale Price |  <b>\$1,340,945</b><br>+13.51% |  <b>\$770,780</b><br>+17.26%       |  <b>\$3,258,128</b><br>+501.5%   |
| November Sales Volume  |  <b>\$5,885,000</b><br>-74.31% |  <b>\$2,185,000</b><br>Up from \$0 |  <b>\$1,600,000</b><br>Up from 0 |
| November Unit Sales    |  <b>7</b><br>-61.11%           |  <b>3</b><br>Up from 0             |  <b>2</b><br>Up from 0           |

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





# MARKET DOMINANCE

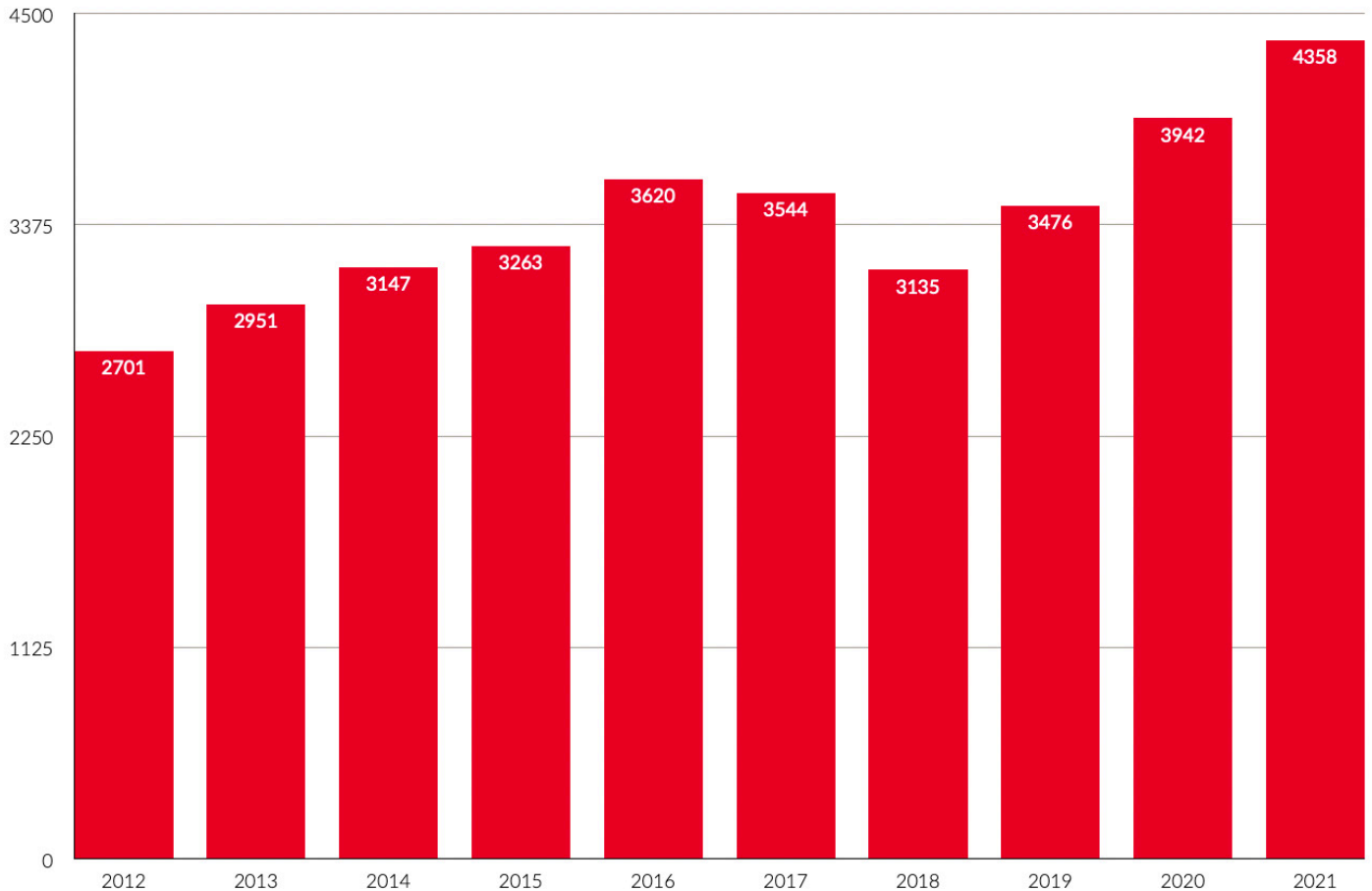


## Market Share by Dollar Volume

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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