



# 2024 SEPTEMBER

## GUELPH/ERAMOSIA

### Real Estate Market Report



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# OVERVIEW

## BUYER'S MARKET

The real estate market in Guelph/Eramosa has shifted to a buyer's market this month. The median sale price increased by 6.63%, and the average sale price rose by 8.97%. Sales volume climbed by 16.75%, with unit sales up by 7.14%. New listings also saw an increase of 8.33%, while expired listings surged by 300%. Despite a slight decrease in the unit sales/listings ratio of 0.43%, the market remains robust with rising prices and active buyer demand.

### September year-over-year sales volume of \$16,943,900



Up 16.75% from 2023's \$14,512,499 with unit sales of 15 with an increase of 7.14%. New listings of 39 are up 8.33% from 2023, with the sales/listing ratio of 38.46% down by 0.43% in 2023.

### Year-to-date sales volume of \$102,112,550



Down 15.96% from 2023's \$121,500,023 with unit sales of 92 down from the 109 in 2023. New listings of 251 are up 15.14% from a year ago, with the sales/listing ratio of 36.65% down by 13.35%.

### Year-to-date average sale price of \$1,122,398



Up from \$1,103,550 a year ago with median sale price of \$1,085,000 up from \$1,015,000 a year ago. Average days-on-market of 33.7, which has gone up 3.78 days compared to last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$1,085,000**

+6.63%

Average Sale Price

**\$1,129,593**

+8.97%

Sales Volume

**\$16,943,900**

+16.75%

Unit Sales

**15**

+7.14%

New Listings

**39**

+8.33%

Expired Listings

**8**

+300%

Unit Sales/Listings Ratio

**38.46%**

-0.43%

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

# THE MARKET IN DETAIL

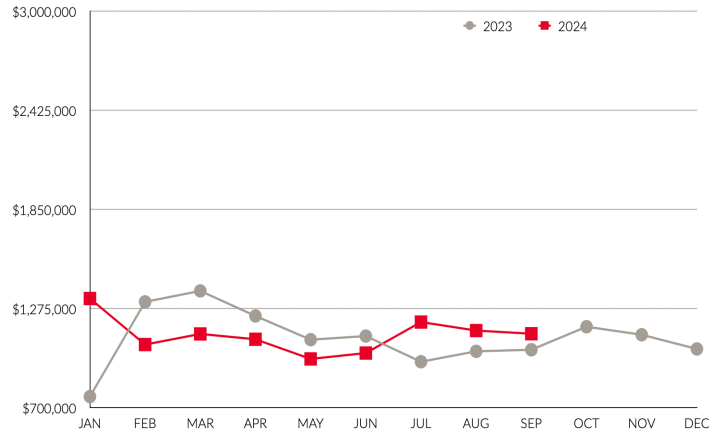
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$134,688,424	\$121,500,023	\$102,112,550	-15.96%
<b>YTD Unit Sales</b>	99	109	92	-15.6%
<b>YTD New Listings</b>	213	218	251	+15.14%
<b>YTD Sales/Listings Ratio</b>	46.48%	50.00%	36.65%	-13.35%
<b>YTD Expired Listings</b>	12	11	32	+190.91%
<b>Monthly Volume Sales</b>	\$12,138,000	\$14,512,499	\$16,943,900	+16.75%
<b>Monthly Unit Sales</b>	9	14	15	+7.14%
<b>Monthly New Listings</b>	27	36	39	+8.33%
<b>Monthly Sales/Listings Ratio</b>	33.33%	38.89%	38.46%	-0.43%
<b>Monthly Expired Listings</b>	3	2	8	+300%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	0	0	0	No Change
<b>YTD Sales: \$350K-\$549K</b>	0	4	2	-50%
<b>YTD Sales: \$550K-\$749K</b>	4	10	8	-20%
<b>YTD Sales: \$750K-\$999K</b>	22	35	28	-20%
<b>YTD Sales: \$1M- \$2M</b>	62	57	53	-7.02%
<b>YTD Sales: \$2M+</b>	73	61	2	-96.72%
<b>YTD Average Days-On-Market</b>	25.22	29.89	33.67	+12.64%
<b>YTD Average Sale Price</b>	\$1,344,695	\$1,103,550	\$1,122,398	+1.71%
<b>YTD Median Sale Price</b>	\$1,200,000	\$1,015,000	\$1,085,000	+6.9%

Guelph/Eramosa MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

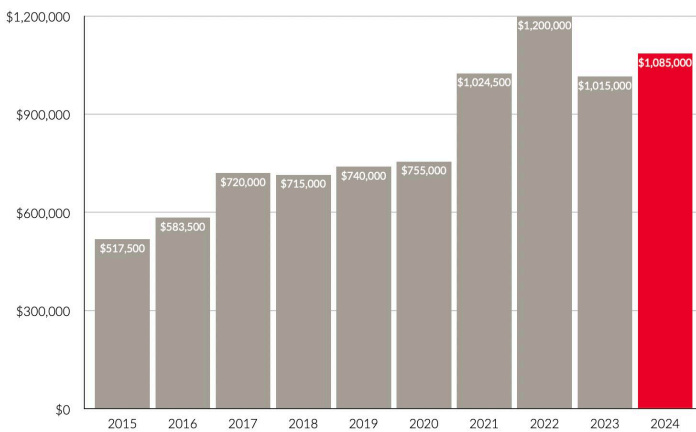


Year-Over-Year

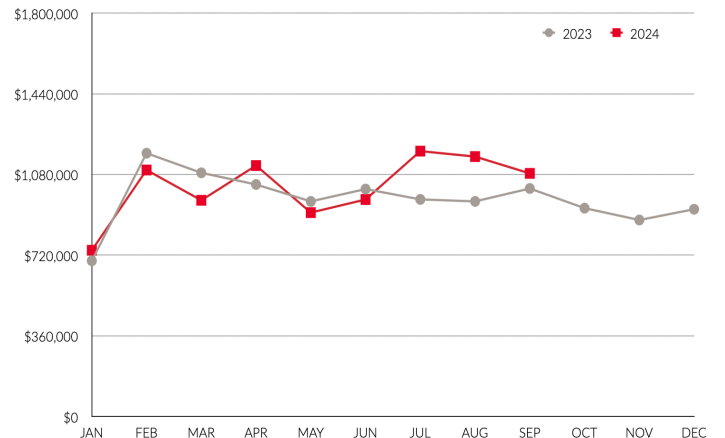


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



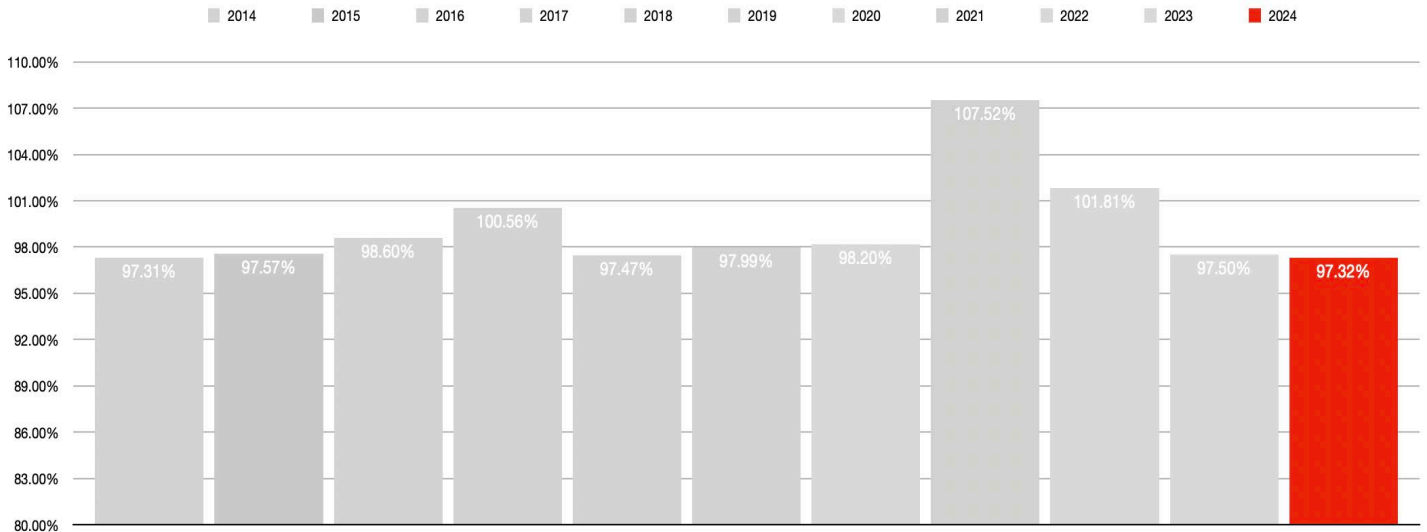
Year-Over-Year



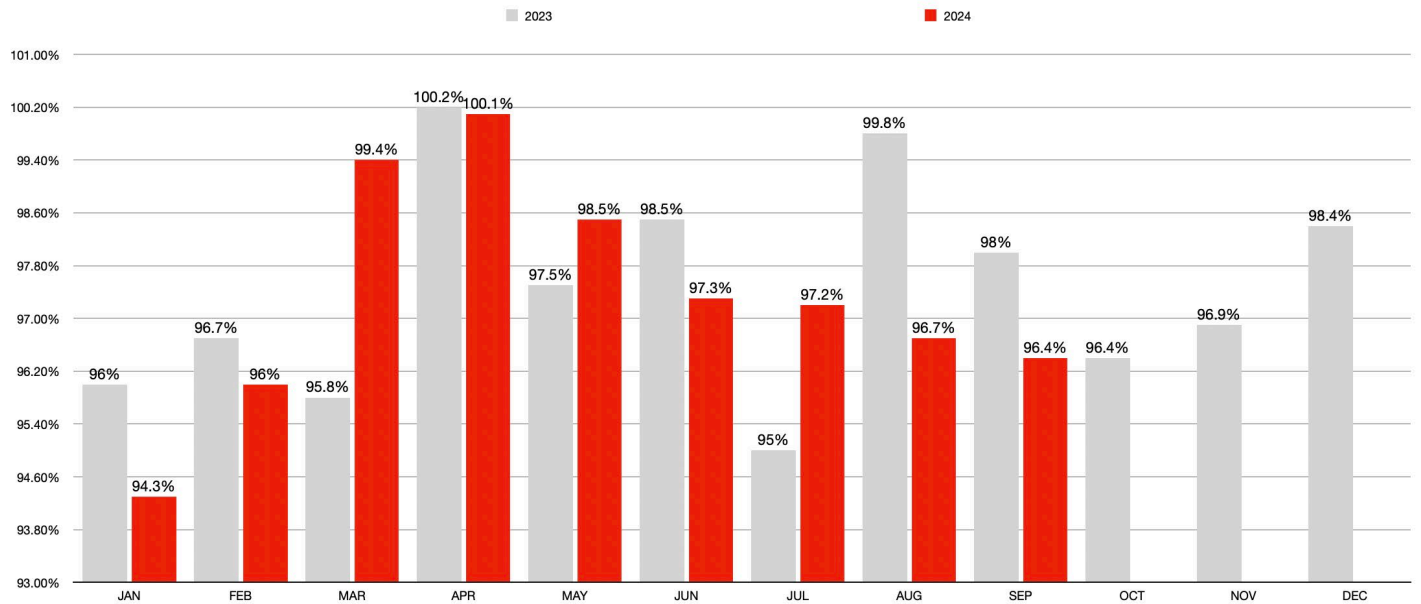
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

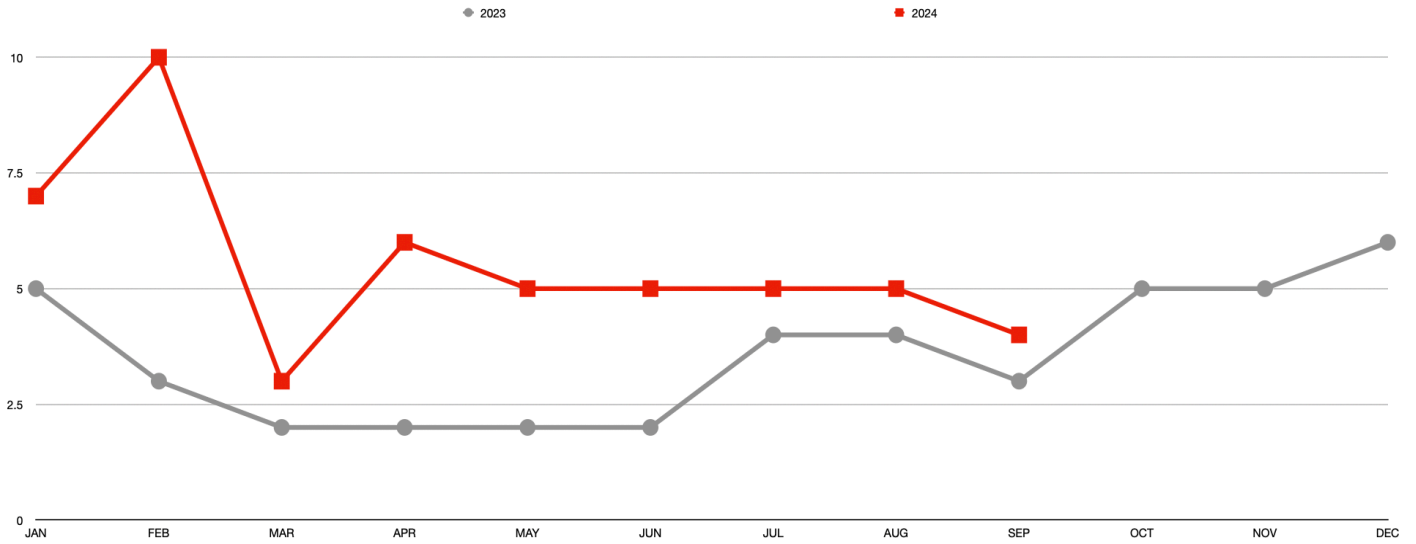


## Year-Over-Year

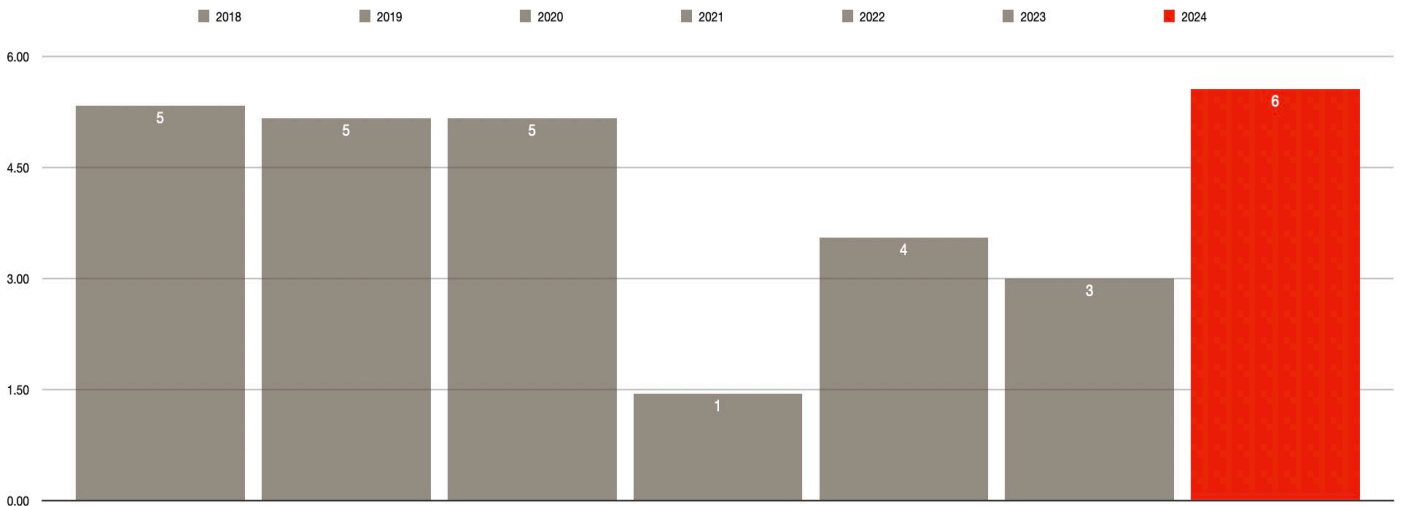


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

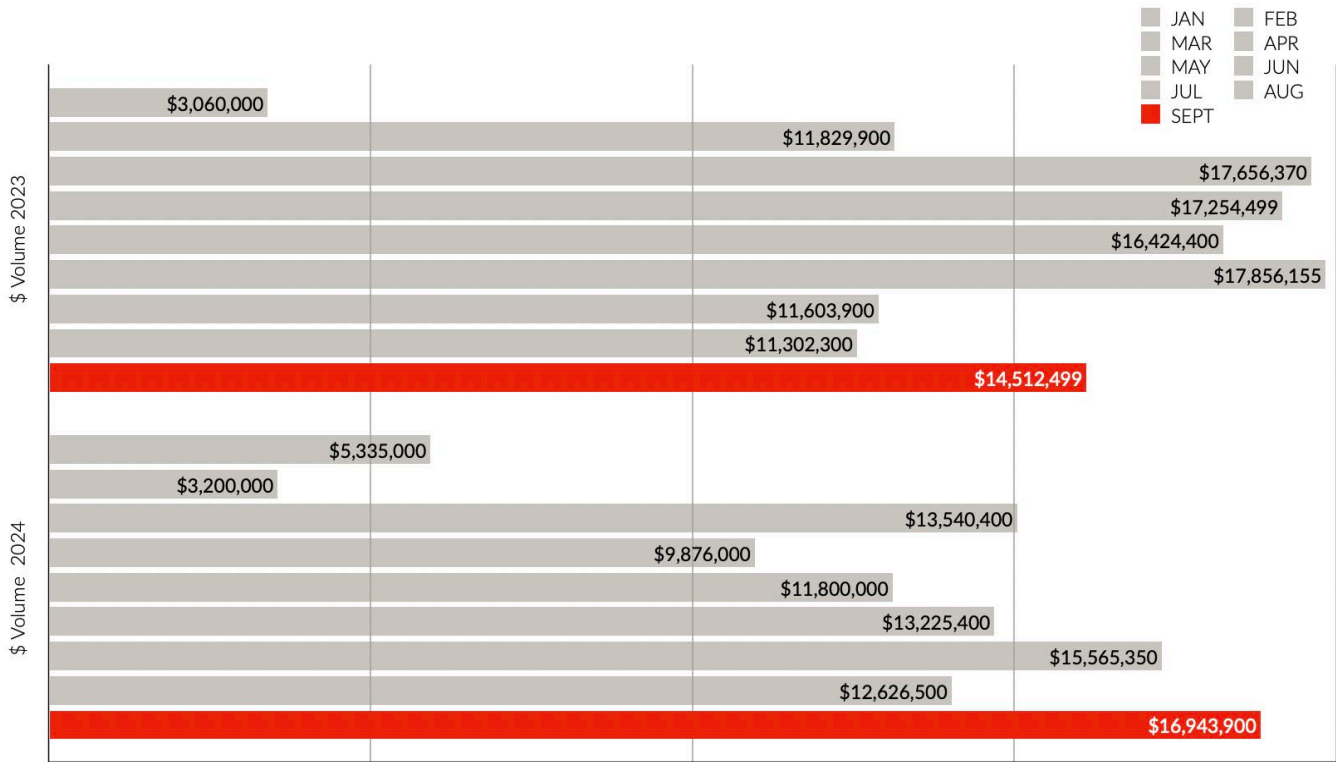


Month-Over-Month 2023 vs. 2024

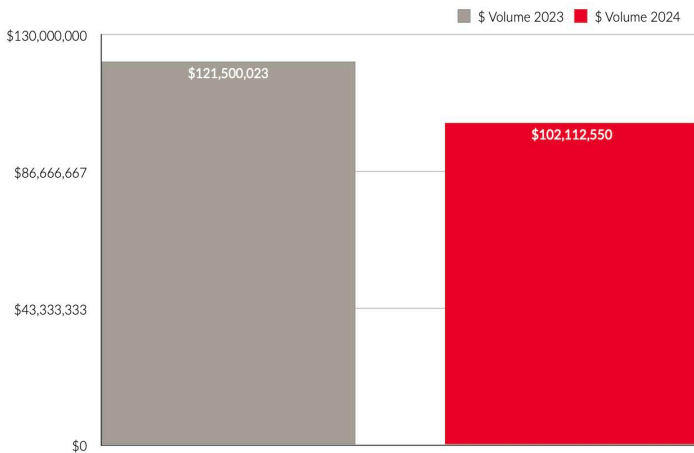


Year-Over-Year

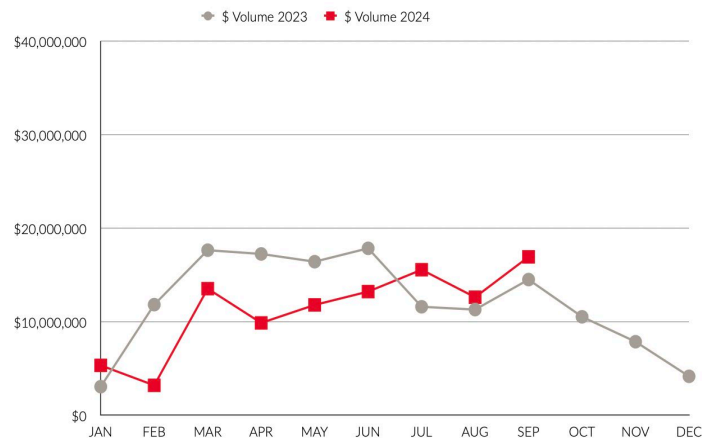
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

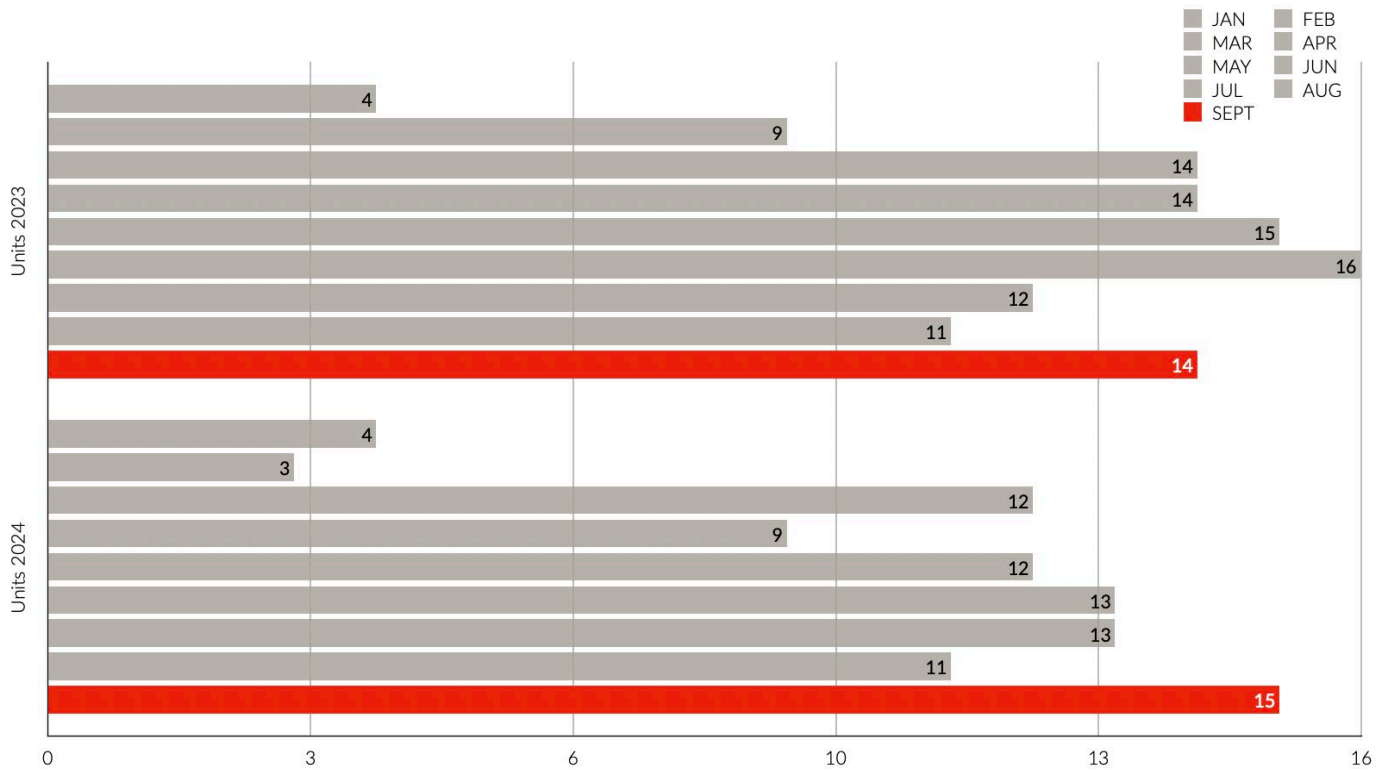


Yearly Totals 2023 vs. 2024

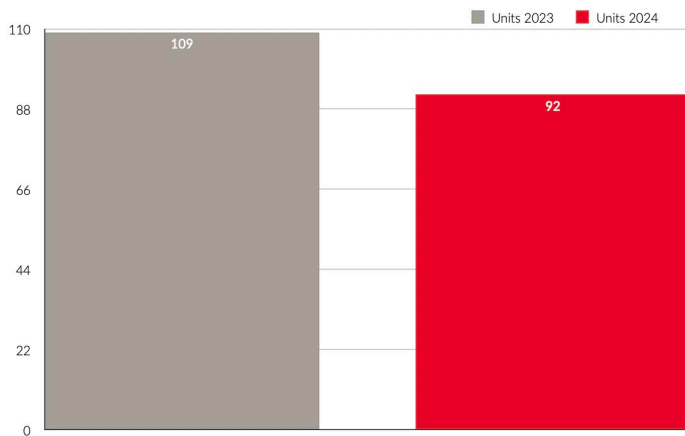


Month vs. Month 2023 vs. 2024

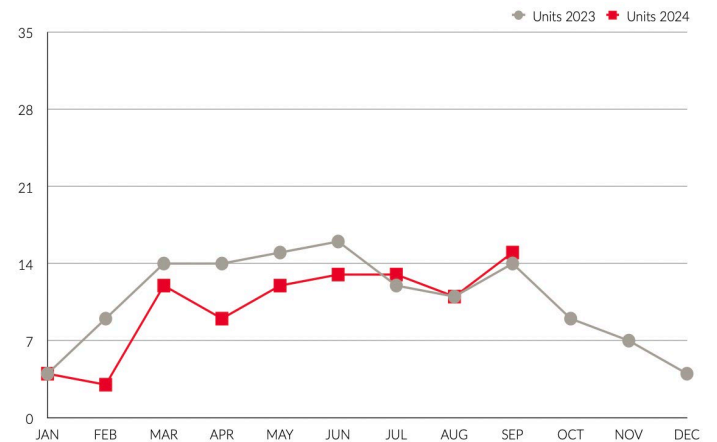
# UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



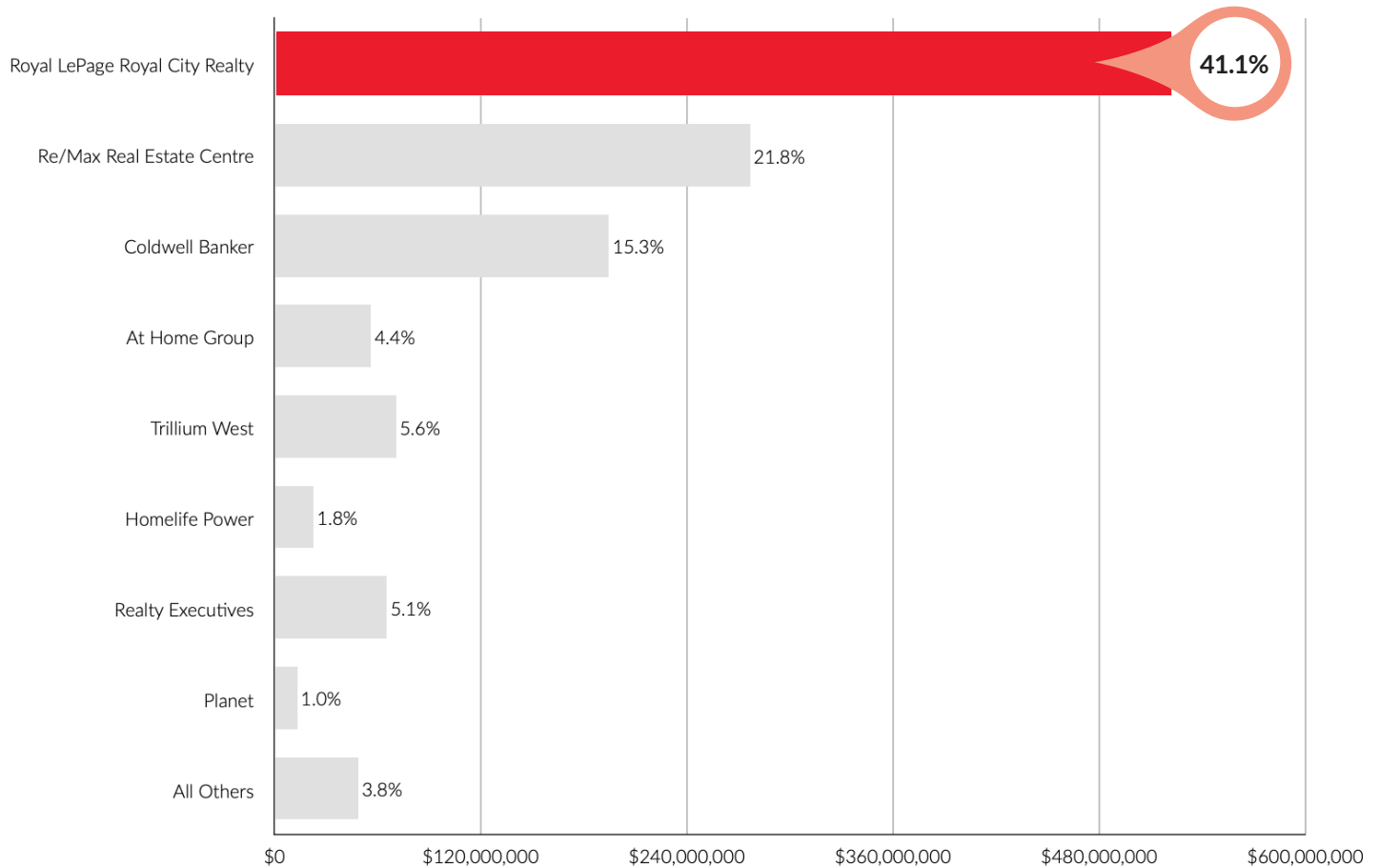
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$96,390,550 -15.92%	\$5,722,000 -1.59%	\$1,810,000 -71.5%
YTD Unit Sales	84 -15.15%	8 -11.11%	2 -60%
YTD Average Sale Price	\$1,147,507 -0.91%	\$715,250 +10.71%	\$905,000.00 -28.74%
September Sales Volume	\$16,353,900 +17.46%	\$590,000 No Change	\$0 No Change
September Unit Sales	14 +7.69%	1 No Change	0 No Change

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)

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.

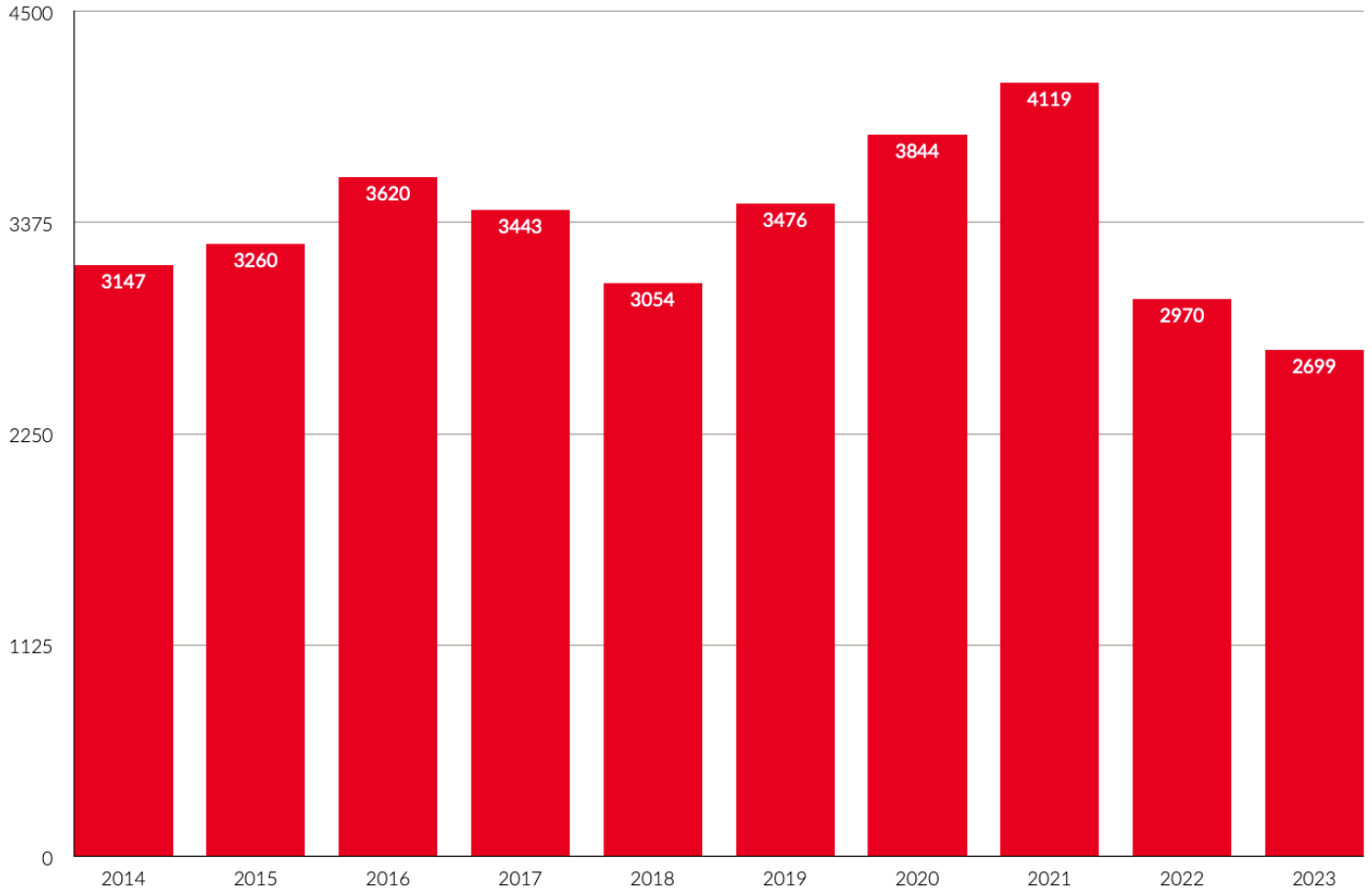
# MARKET DOMINANCE



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



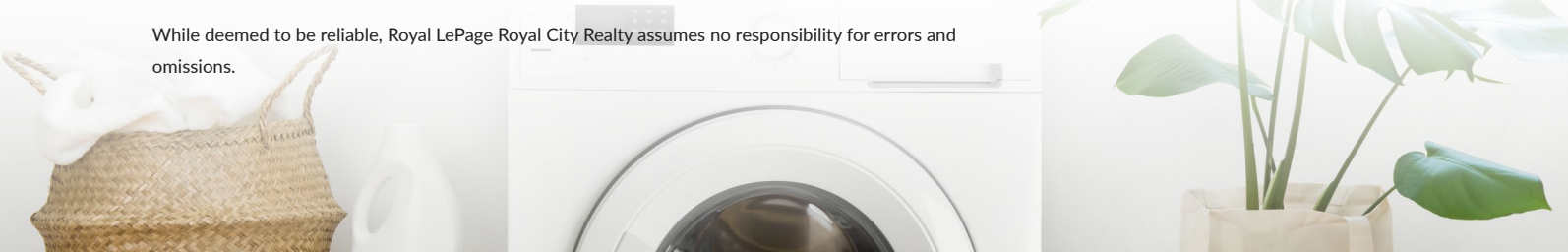
# 10 YEAR MARKET ANALYSIS



## 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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