



2022 NOVEMBER

WATERLOO

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

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OVERVIEW

BALANCED MARKET

The Waterloo region real estate market remains balanced this month after having a continued surge in inventory and a small dip in unit sales. The year-to-date average sales price continues to drop below what it was this time last year, which could mean larger shifts in the future.



November year-over-year sales volume of \$374,323,015

Down 48.17% from 2021's \$722,227,048 with unit sales of 667 down 22.44% from last November's 860. New listings of 1,277 are up 41.26% from a year ago, with the sales/listing ratio of 52.23% down 42.9%.



Year-to-date sales volume of \$6,981,190,554

Down 15.63% from 2021's \$722,227,048 with unit sales of 9,454 down 9.61% from 2021's 10,459. New listings of 16,936 are up 29.69% from a year ago, with the sales/listing ratio of 55.82% down 24.27%.



Year-to-date average sale price of \$770,475

Down from \$791,236 one year ago with median sale price of \$736,500 up from \$720,000 one year ago. Average days-on-market of 21.27 is up 8.54 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$699,000

-11.52%

Sales Volume

\$374,323,015

-48.17%

Unit Sales

667

-22.44%

New Listings

1,277

+41.26%

Expired Listings

168

+194.74%

Unit Sales/Listings Ratio

52.23%

-42.9%

Year-over-year comparison

(November 2022 vs. November 2021)

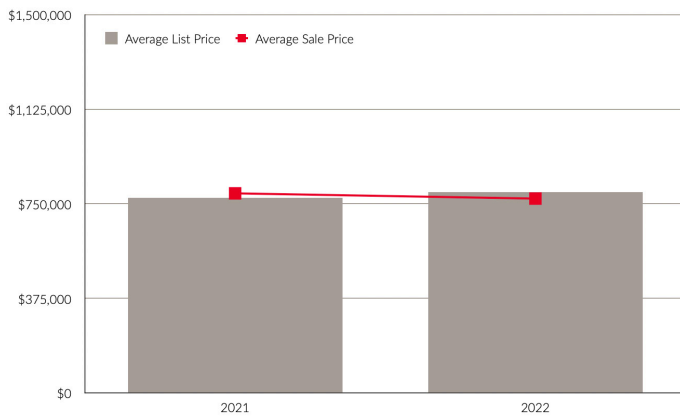


THE MARKET IN DETAIL

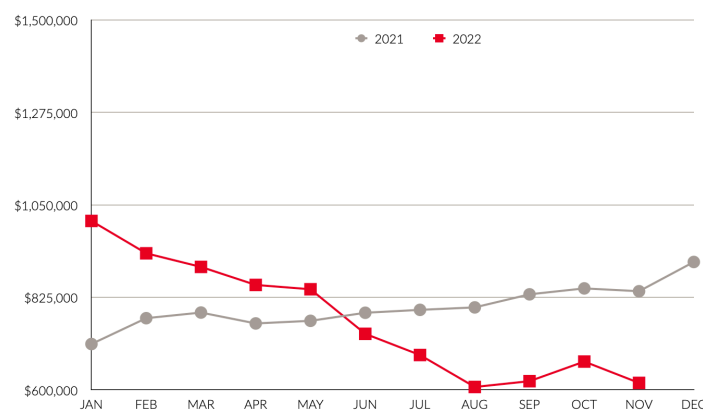
	2021	2022	2021-2022
YTD Volume Sales	\$8,274,672,007	\$6,981,190,554	-15.63%
YTD Unit Sales	10,459	9,454	-9.61%
YTD New Listings	13,059	16,936	+29.69%
YTD Sales/Listings Ratio	80.09%	55.82%	-24.27%
YTD Expired Listings	636	1,384	+117.61%
November Volume Sales	\$722,227,048	\$374,232,015	-48.17%
November Unit Sales	860	667	-22.44%
November New Listings	904	1,277	+41.26%
November Sales/Listings Ratio	95.13%	52.23%	-42.9%
November Expired Listings	57	168	+194.74%
YTD Sales: \$0-\$199K	49	1,512	+2,985.71%
YTD Sales: \$200K-\$349K	233	57	-75.54%
YTD Sales: \$350K-\$549K	1,657	897	-45.87%
YTD Sales: \$550K-\$749K	3,732	2,226	-40.35%
YTD Sales: \$750K-\$999K	3,186	2,675	-16.04%
YTD Sales: \$1M+	1,602	1,918	+19.73%
YTD Average Days-On-Market	12.73	21.27	+67.14%
YTD Average Sale Price	\$791,236	\$770,475	-2.62%
YTD Median Sale Price	\$720,000	\$736,500	+2.29%

Waterloo MLS Sales and Listing Summary
2021vs. 2022

AVERAGE SALE PRICE

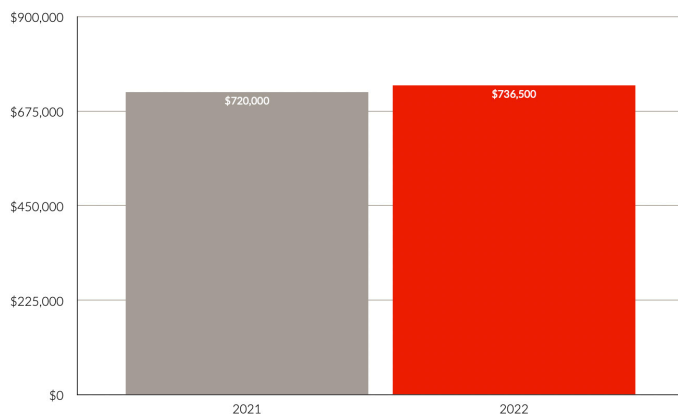


Year-Over-Year

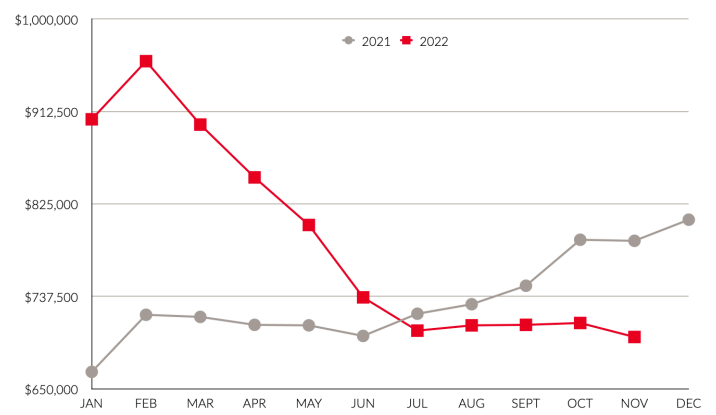


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



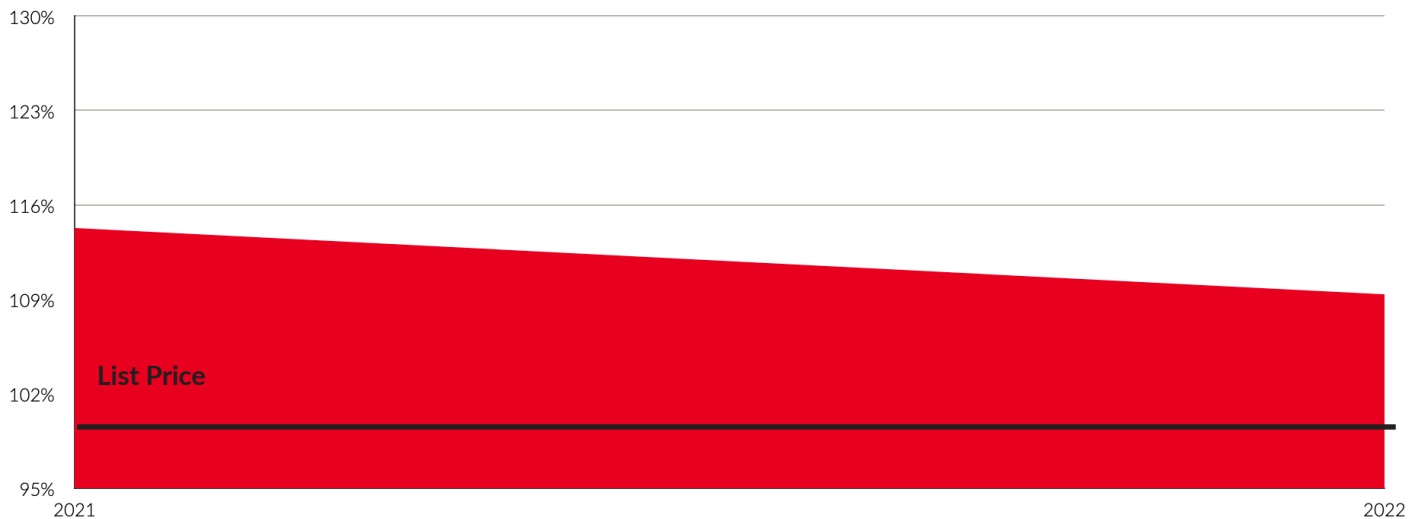
Year-Over-Year



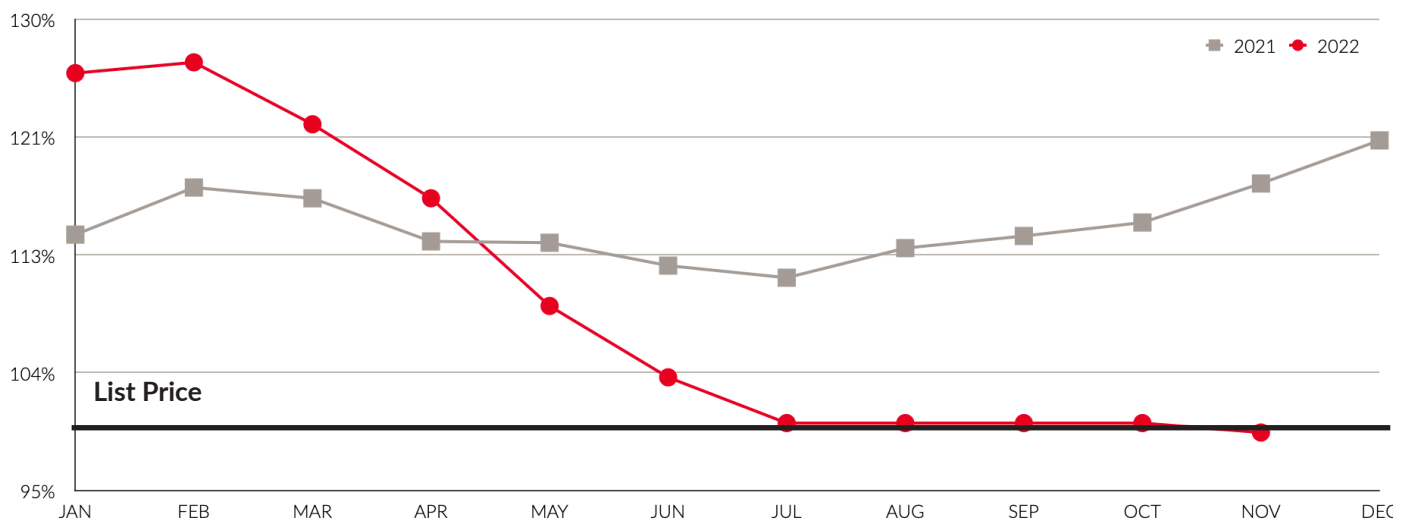
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

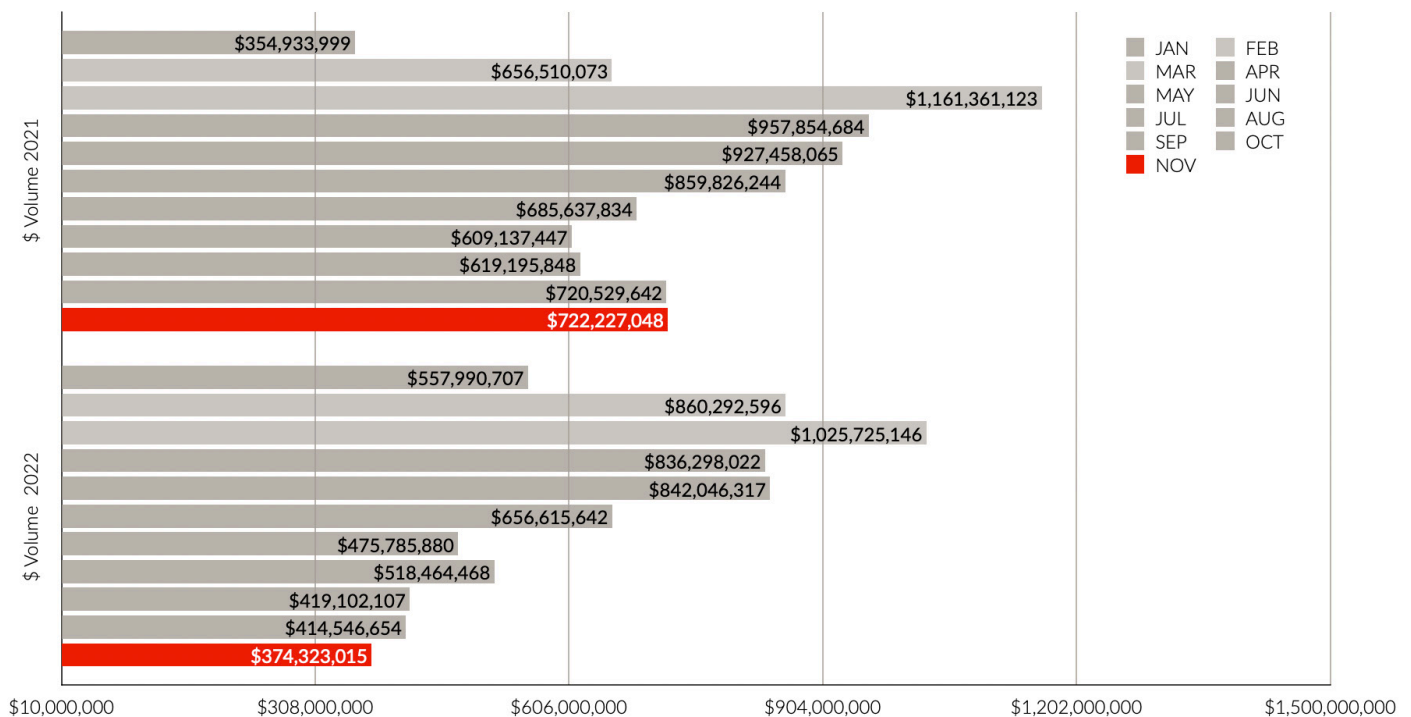


Year-Over-Year

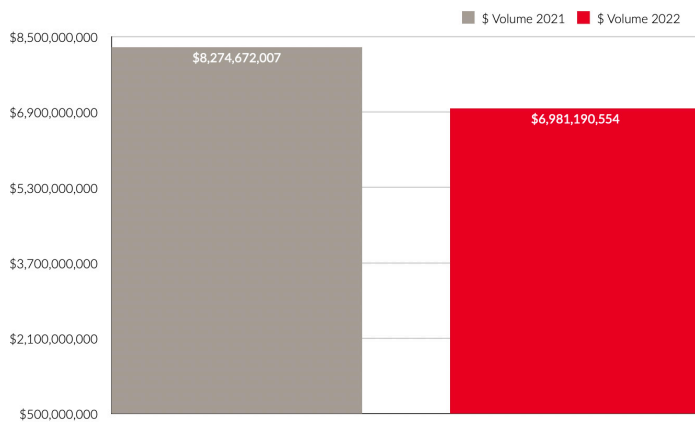


Month-Over-Month 2021 vs. 2022

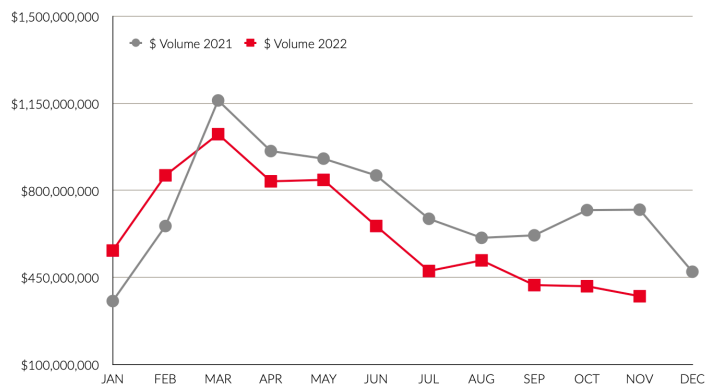
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

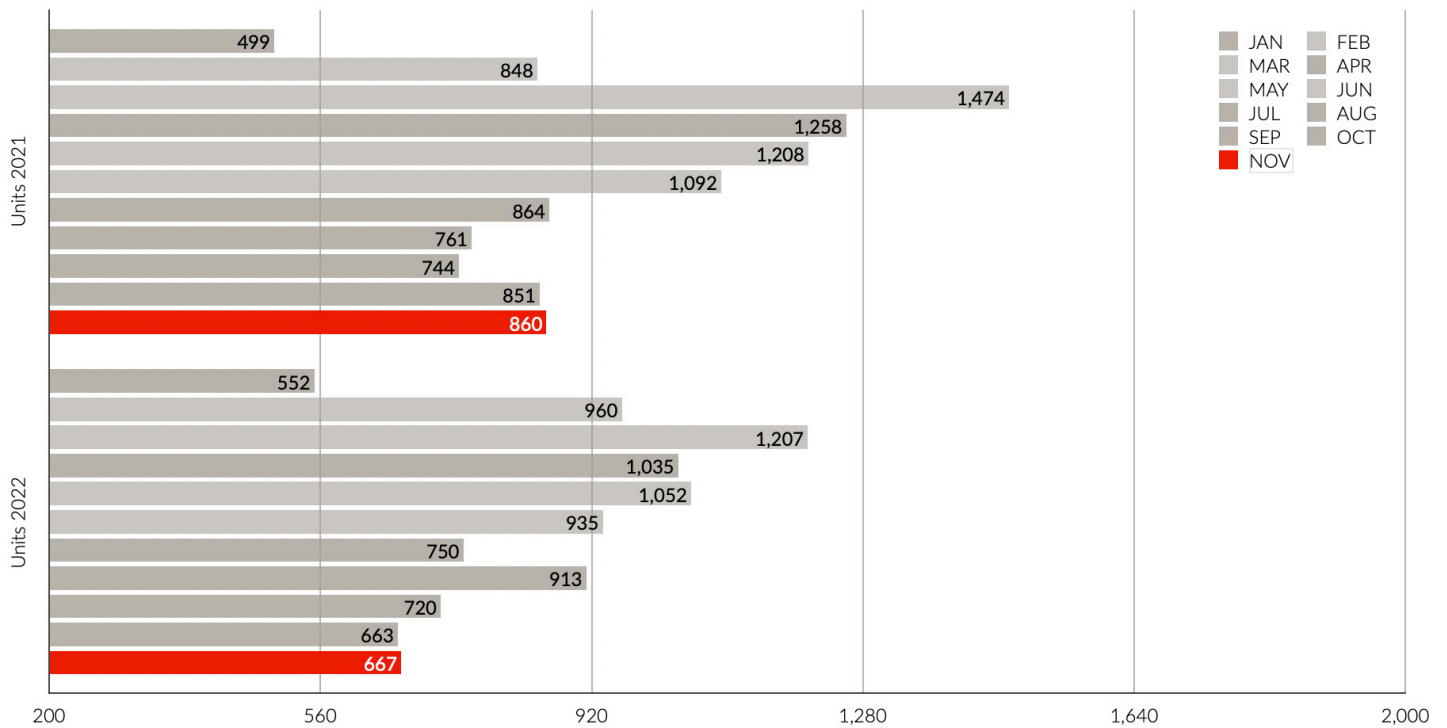


Yearly Totals 2021 vs. 2022

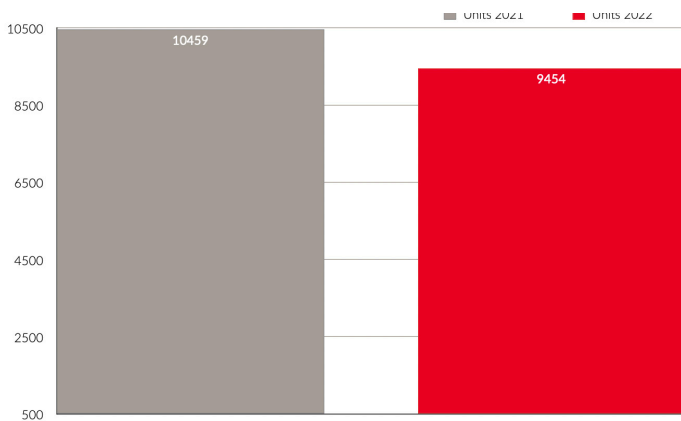


Month vs. Month 2021 vs. 2022

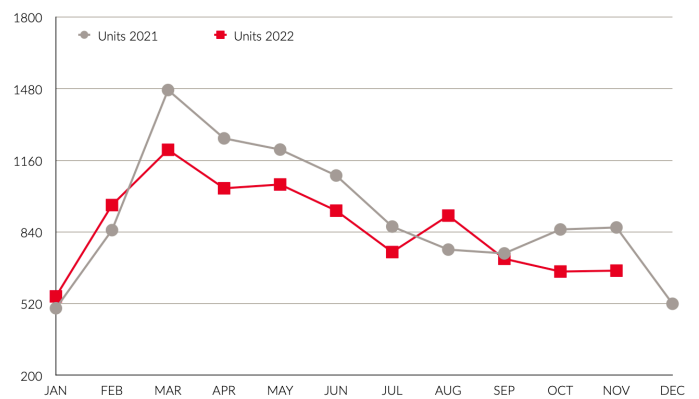
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

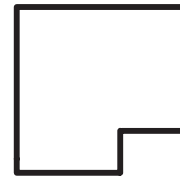
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



VACANT LAND

YTD Sales Volume	 \$5,257,387,798 -16.79%	 \$1,062,322,728 -14.82%	 \$99,676,000 +5.52%
YTD Unit Sales	 5,579 -24.73%	 1,763 -26.79%	 47 -41.25%
YTD Average Sale Price	 \$942,353 +10.54%	 \$602,565 +16.35%	 \$2,120,765 +79.61%
November Sales Volume	 \$271,312,193 -47.51%	 \$57,599,045 -57.85%	 \$9,340,000 +25.88%
November Unit Sales	 333 -40.85%	 110 -52.59%	 3 -25%

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

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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