



2022 DECEMBER

WATERLOO

Real Estate Market Report



ROYAL CITY REALTY
BROKERAGE

Frances Snider
Sales Representative

519-824-9050
fsnider@royallepage.ca
francesnider.com



OVERVIEW

BALANCED MARKET

The Waterloo region real estate market remains balanced to finish off the year after a continued surge in inventory and a dip in unit sales. The year-to-date average sales price continues to drop below what it was this time last year, which could be a sign for a larger shift coming in the new year.



December year-over-year sales volume of \$235,107,913

Down 50.27% from 2021's \$472,803,508 with unit sales of 476 down 8.29% from last December's 519. New listings of 680 are up 62.29% from a year ago, with the sales/listing ratio of 70% down 53.87%.



Year-to-date sales volume of \$7,216,298,467

Down 17.5% from 2021's \$8,747,475,515 with unit sales of 9,930 down 9.55% from 2021's 10,978. New listings of 17,616 are up 30.7% from a year ago, with the sales/listing ratio of 56.37% down 25.08%.



Year-to-date average sale price of \$752,806

Down from \$801,216 one year ago with median sale price of \$724,375 up from \$720,500 one year ago. Average days-on-market of 22.25 is up 9.17 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$690,000

-14.81%

Sales Volume

\$235,107,913

-50.27%

Unit Sales

476

-8.29%

New Listings

680

+62.29%

Expired Listings

240

+380%

Unit Sales/Listings Ratio

70%

-53.87%

*Year-over-year comparison
(December 2022 vs. December 2021)*

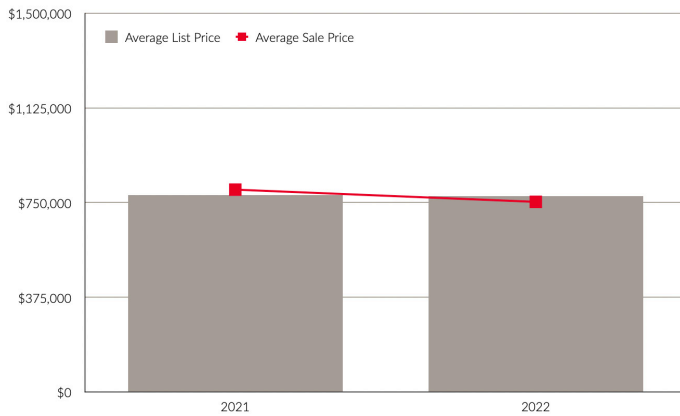


THE MARKET IN DETAIL

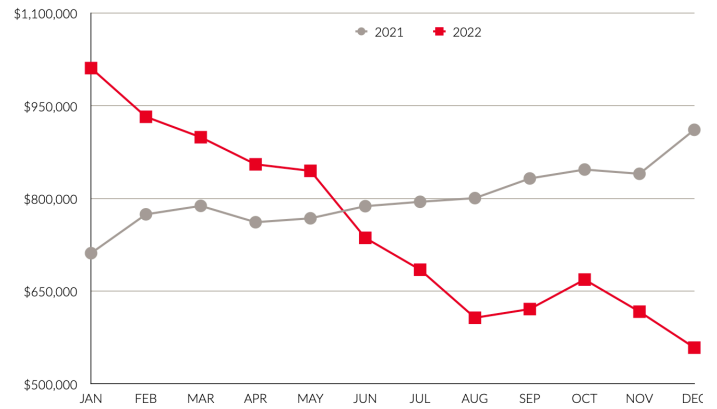
	2021	2022	2021-2022
YTD Volume Sales	\$8,747,475,515	\$7,216,298,467	-17.5%
YTD Unit Sales	10,978	9,930	-9.55%
YTD New Listings	13,478	17,616	+30.7%
YTD Sales/Listings Ratio	81.45%	56.37%	-25.08%
YTD Expired Listings	686	1,624	+136.73%
December Volume Sales	\$472,803,508	\$235,107,913	-50.27%
December Unit Sales	519	476	-9.55%
December New Listings	419	680	+62.29%
December Sales/Listings Ratio	123.87%	70%	-53.87%
December Expired Listings	50	240	+380%
YTD Sales: \$0-\$199K	51	1,690	+3,213.73%
YTD Sales: \$200K-\$349K	236	61	-74.16%
YTD Sales: \$350K-\$549K	1,722	956	-44.48%
YTD Sales: \$550K-\$749K	3,848	2,347	-39.01%
YTD Sales: \$750K-\$999K	3,393	2,754	-18.83%
YTD Sales: \$1M+	1,728	1,953	+13.02%
YTD Average Days-On-Market	13.08	22.25	+70.06%
YTD Average Sale Price	\$801,216	\$752,806	-6.04%
YTD Median Sale Price	\$720,500	\$724,375	+0.54%

Waterloo MLS Sales and Listing Summary
2021vs. 2022

AVERAGE SALE PRICE

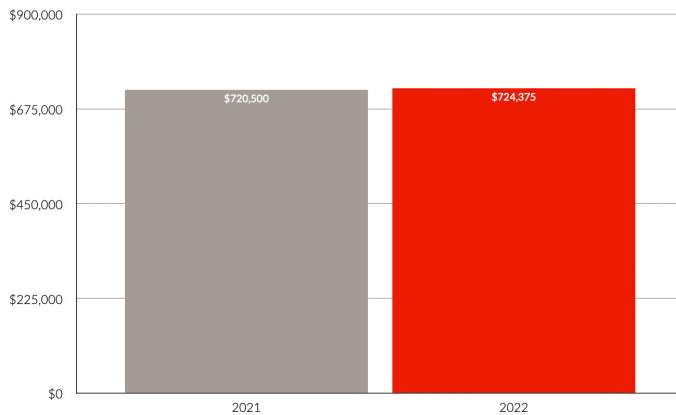


Year-Over-Year

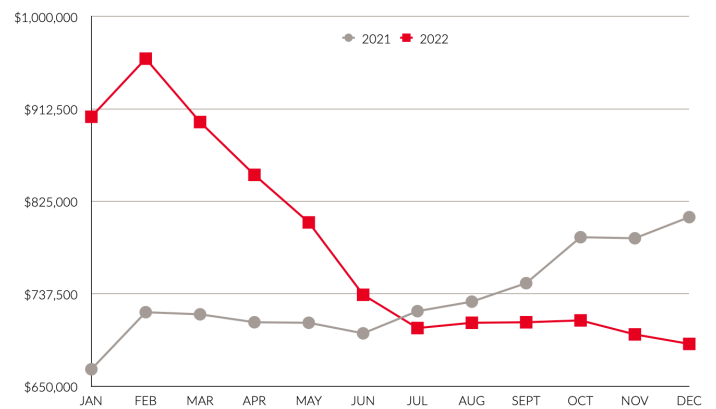


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



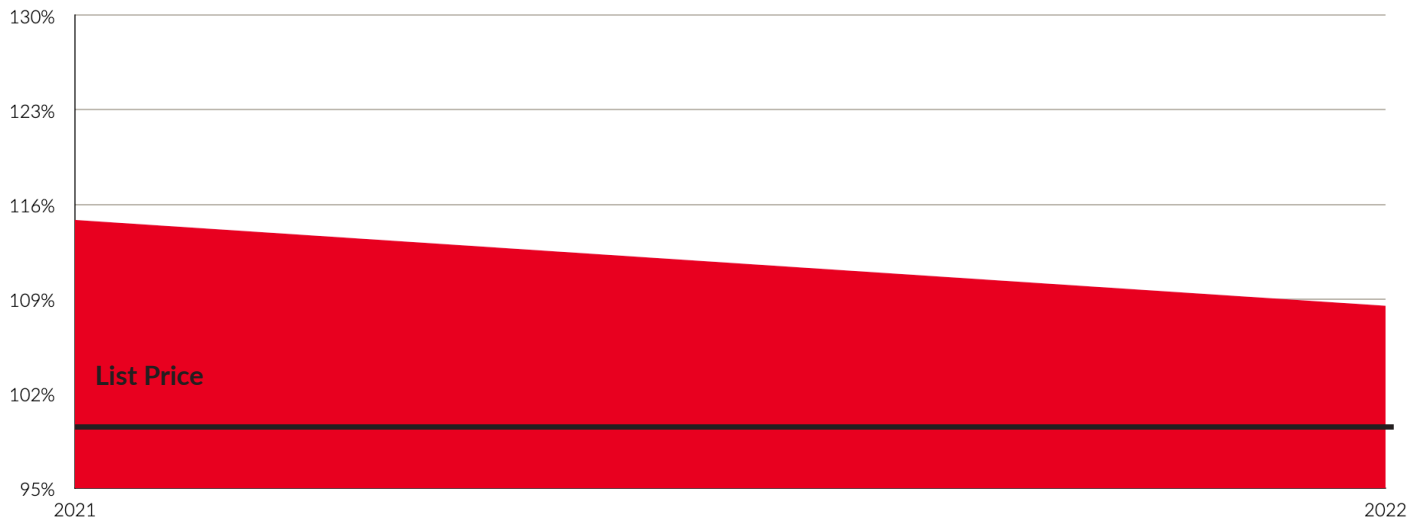
Year-Over-Year



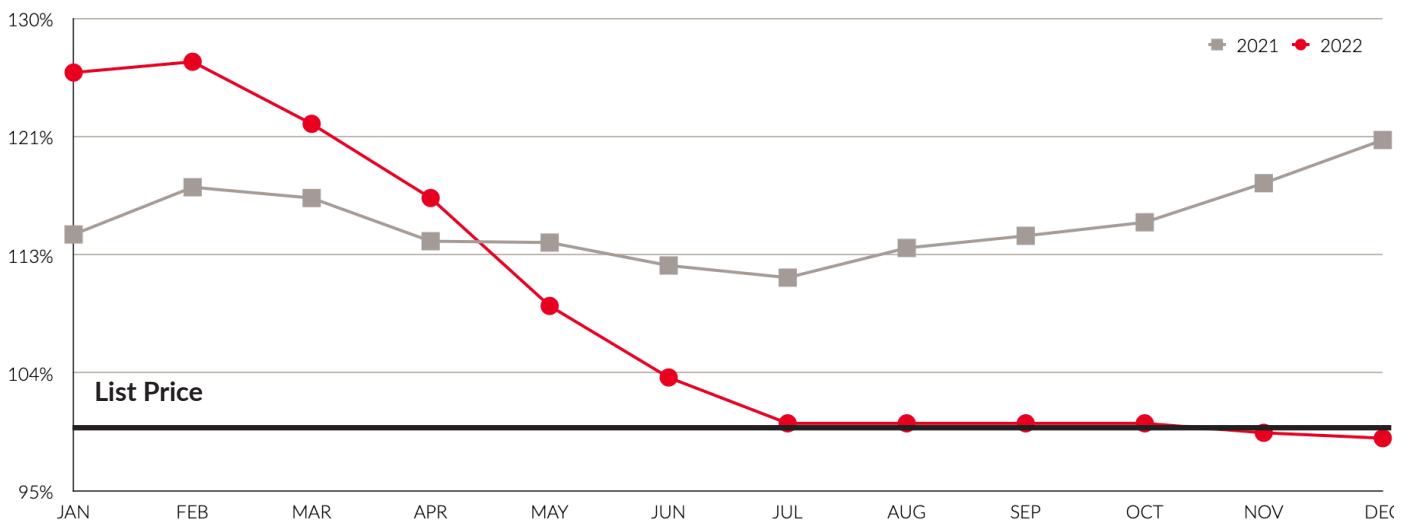
Month-Over-Month 2021 vs. 2022

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

SALE PRICE VS. LIST PRICE RATIO

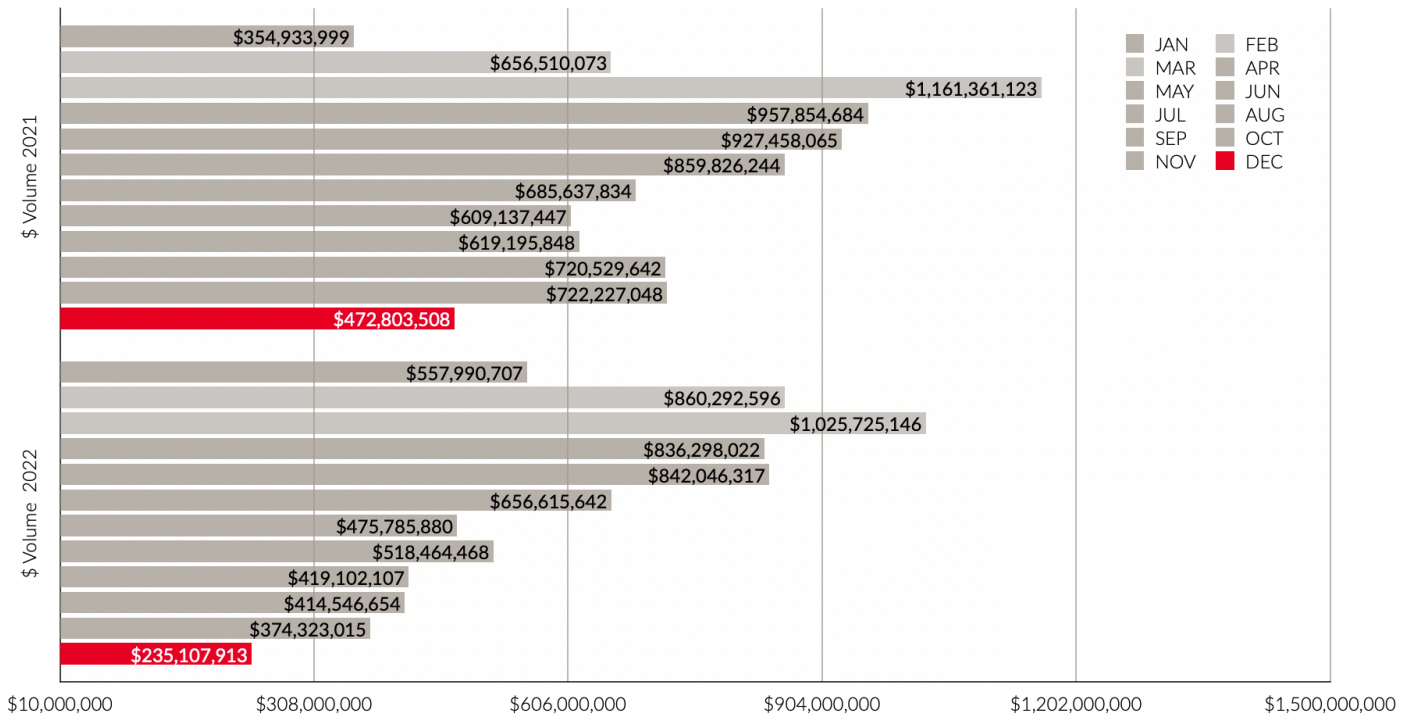


Year-Over-Year

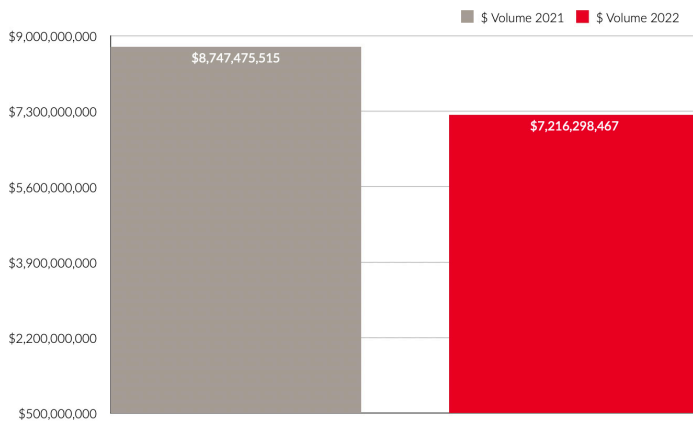


Month-Over-Month 2021 vs. 2022

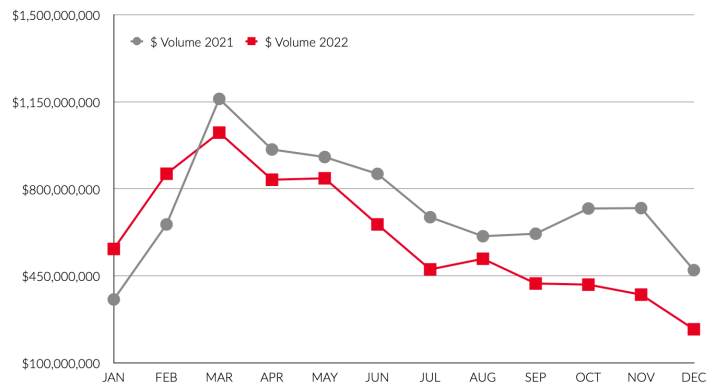
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022

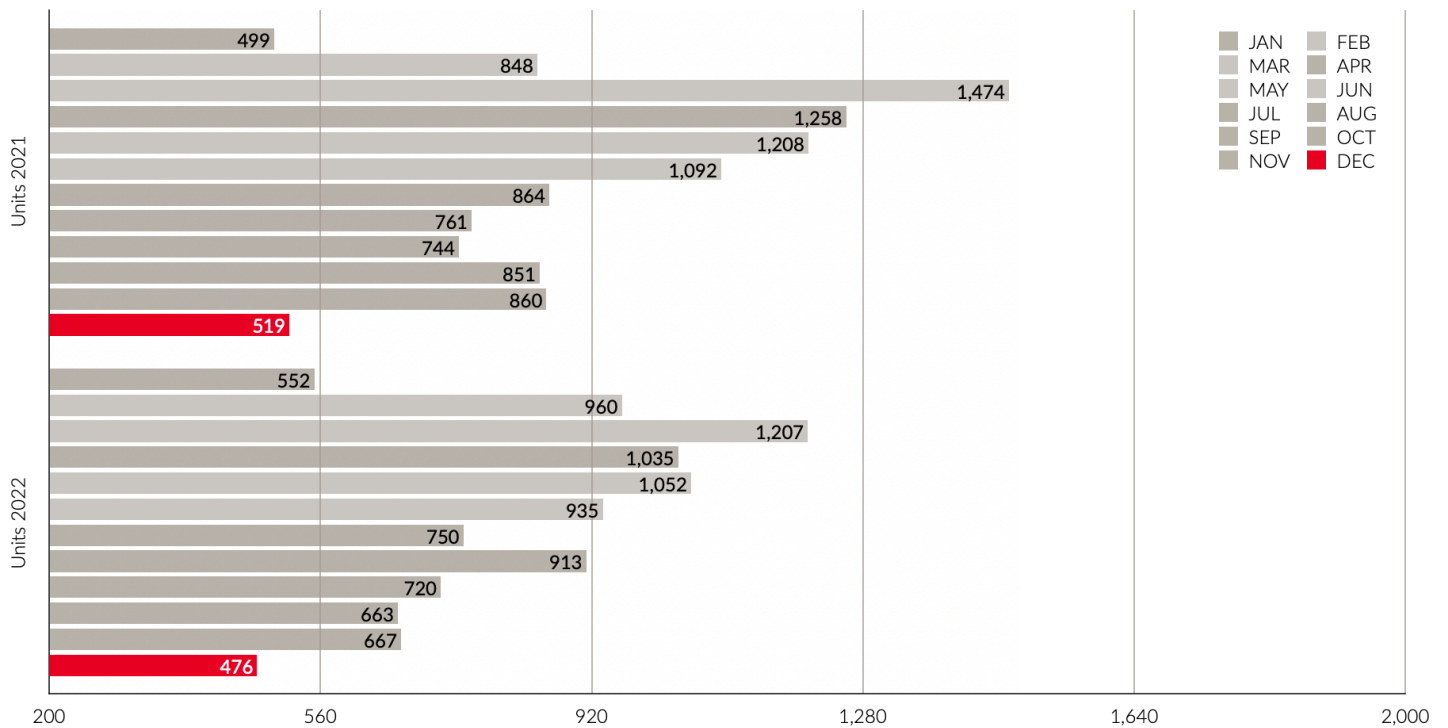


Yearly Totals 2021 vs. 2022

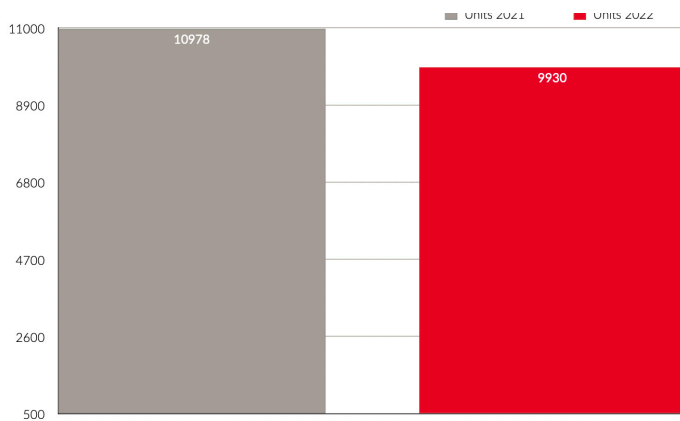


Month vs. Month 2021 vs. 2022

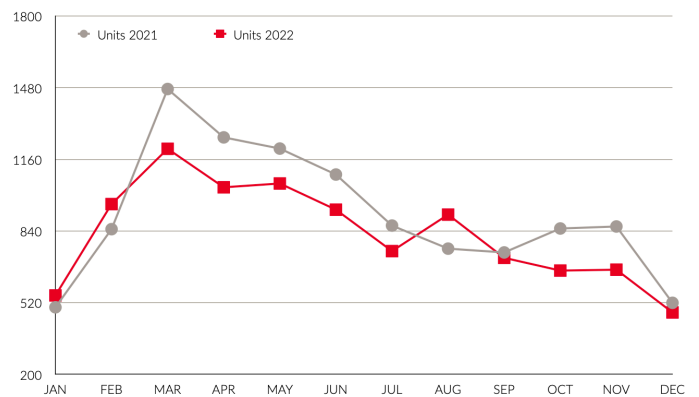
UNIT SALES



Monthly Comparison 2021 vs. 2022



Yearly Totals 2021 vs. 2022



Month vs. Month 2021 vs. 2022

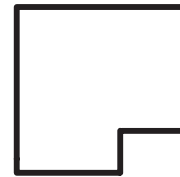
SALES BY TYPE


















FREEHOLD



CONDOMINIUM



VACANT LAND

YTD Sales Volume	 \$5,420,237,079 -14.22%	 \$1,097,651,228 -17.79%	 \$99,676,000 -16.42%
YTD Unit Sales	 5,787 -25.09%	 1,831 -28.2%	 47 -51.04%
YTD Average Sale Price	 \$936,623 +9.32%	 \$599,482 +14.49%	 \$2,120,765 +70.71%
December Sales Volume	 \$162,849,299 -45.78%	 \$35,328,500 -59.92%	 \$0 Down from \$24,799,786
December Unit Sales	 208 -33.55%	 68 -52.11%	 0 Down from 16

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

 /RoyalLePageRoyalCity

 /RoyalCityRealty

 /RLPRoyalCity

Helping You Is What We Do.

Find more Real Estate Market Reports for Wellington County at royalcity.com/market-update/