



# 2022 OCTOBER

## 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. We are finally seeing the year-to-date average sales price dropping below what it was this year, which may hint at a larger shift coming to this market in the future.



### October year-over-year sales volume of \$414,546,654

Down 42.47% from 2021's \$720,529,642 with unit sales of 663 down 22.09% from last October's 851. New listings of 1,199 are up 26.61% from a year ago, with the sales/listing ratio of 55.3% down 34.57%.



### Year-to-date sales volume of \$6,606,867,539

Down 12.52% from 2021's \$7,552,444,959 with unit sales of 8,787 down 8.46% from 2021's 9,599. New listings of 15,656 are up 28.83% from a year ago, with the sales/listing ratio of 56.11% down 22.86%.



### Year-to-date average sale price of \$785,854

Down from \$786,380 one year ago with median sale price of \$770,750 up from \$719,000 one year ago. Average days-on-market of 20.6 is up 7.9 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$712,250**

-9.96%

Sales Volume

**\$414,546,654**

-42.47%

Unit Sales

**663**

-22.09%

New Listings

**1,199**

+26.61%

Expired Listings

**151**

+228.26%

Unit Sales/Listings Ratio

**55.3%**

-34.57%

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

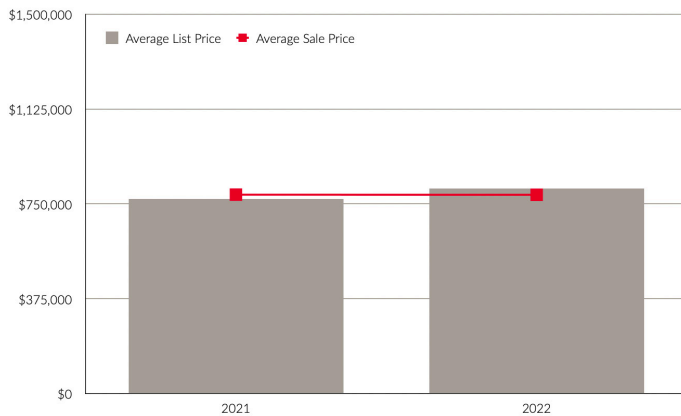


# THE MARKET IN DETAIL

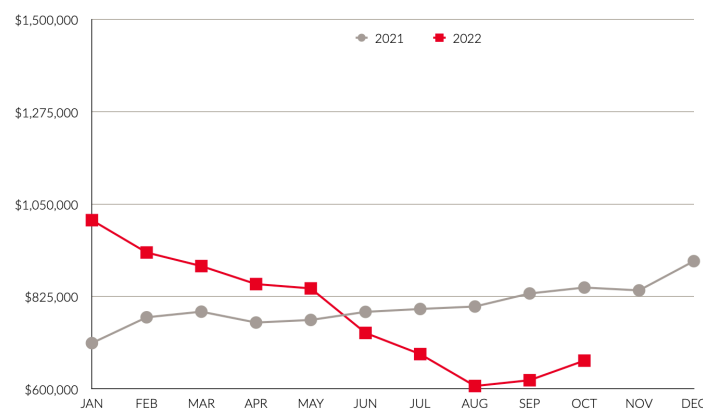
	2021	2022	2021-2022
YTD Volume Sales	\$7,552,444,959	\$6,606,867,539	-12.52%
YTD Unit Sales	9,599	8,787	-8.46%
YTD New Listings	12,155	15,659	+28.83%
YTD Sales/Listings Ratio	89.86%	55.3%	-34.57%
YTD Expired Listings	579	1,216	+110.02%
October Volume Sales	\$720,529,642	\$414,546,654	-42.47%
October Unit Sales	851	663	-22.09%
October New Listings	947	1,199	+26.61%
October Sales/Listings Ratio	89.86%	55.3%	-34.57%
October Expired Listings	46	151	+228.26%
YTD Sales: \$0-\$199K	43	1,320	+2969.77%
YTD Sales: \$200K-\$349K	216	48	-77.78%
YTD Sales: \$350K-\$549K	1,552	808	-47.94%
YTD Sales: \$550K-\$749K	3,499	2,030	-41.98%
YTD Sales: \$750K-\$999K	2,860	2,553	-10.73%
YTD Sales: \$1M+	1,429	1,859	+30.09%
YTD Average Days-On-Market	12.7	20.6	+62.2%
YTD Average Sale Price	\$786,380	\$785,854	-0.07%
YTD Median Sale Price	\$719,000	\$770,750	+7.2%

Waterloo MLS Sales and Listing Summary  
2021vs. 2022

# AVERAGE SALE PRICE

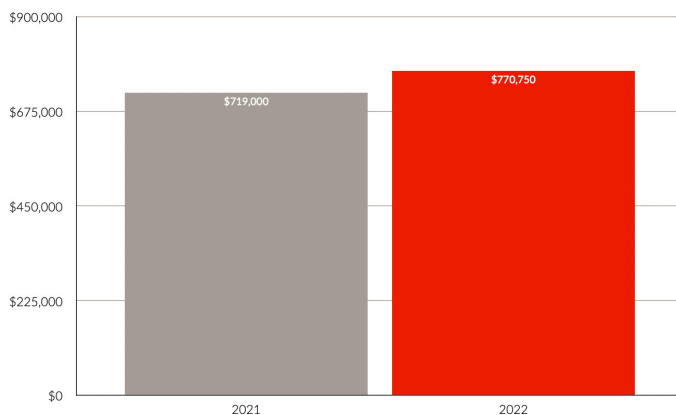


Year-Over-Year

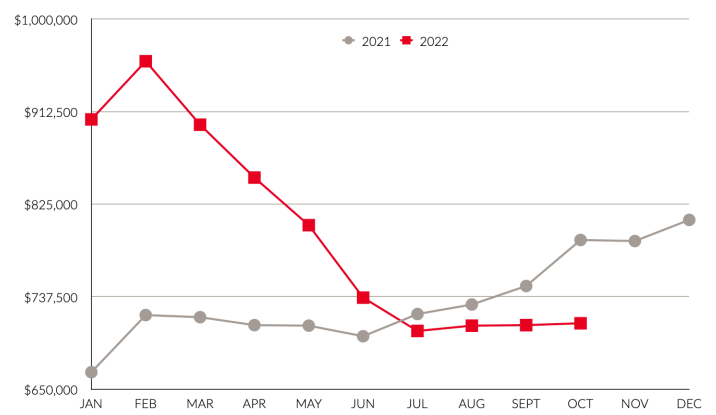


Month-Over-Month 2021 vs. 2022

# MEDIAN SALE PRICE



Year-Over-Year

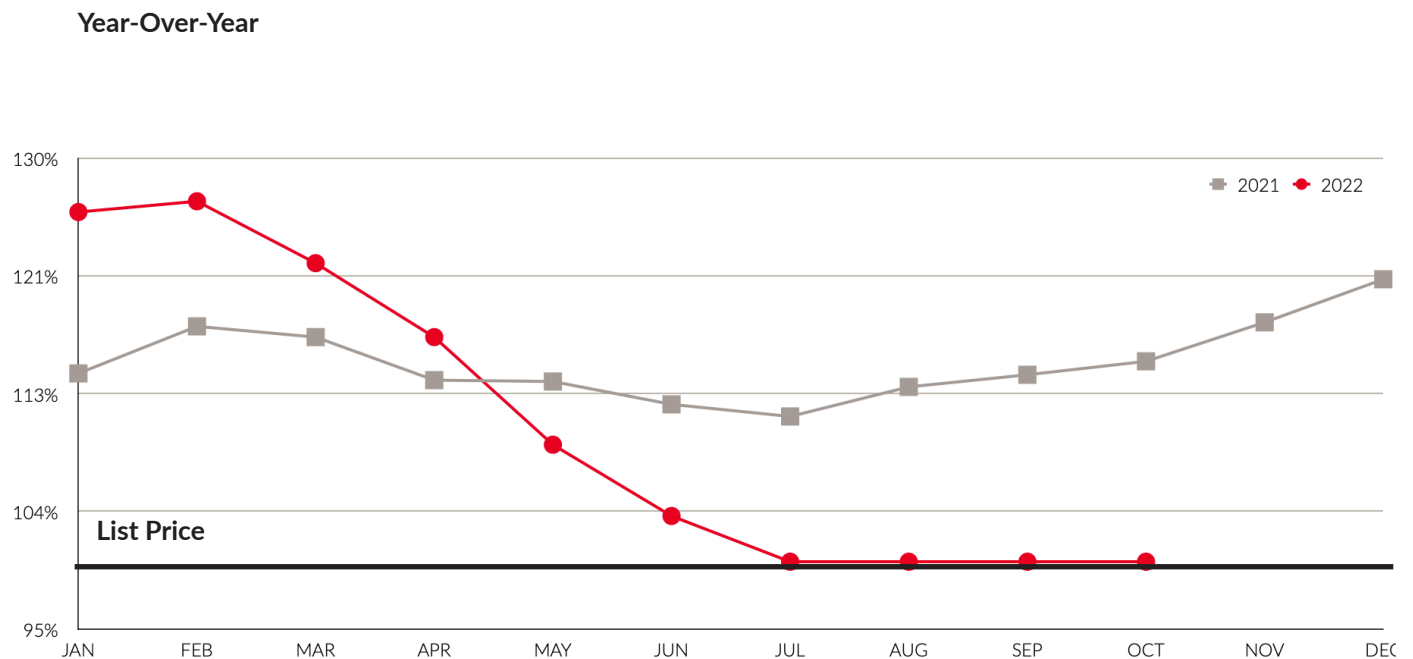


Month-Over-Month 2021 vs. 2022

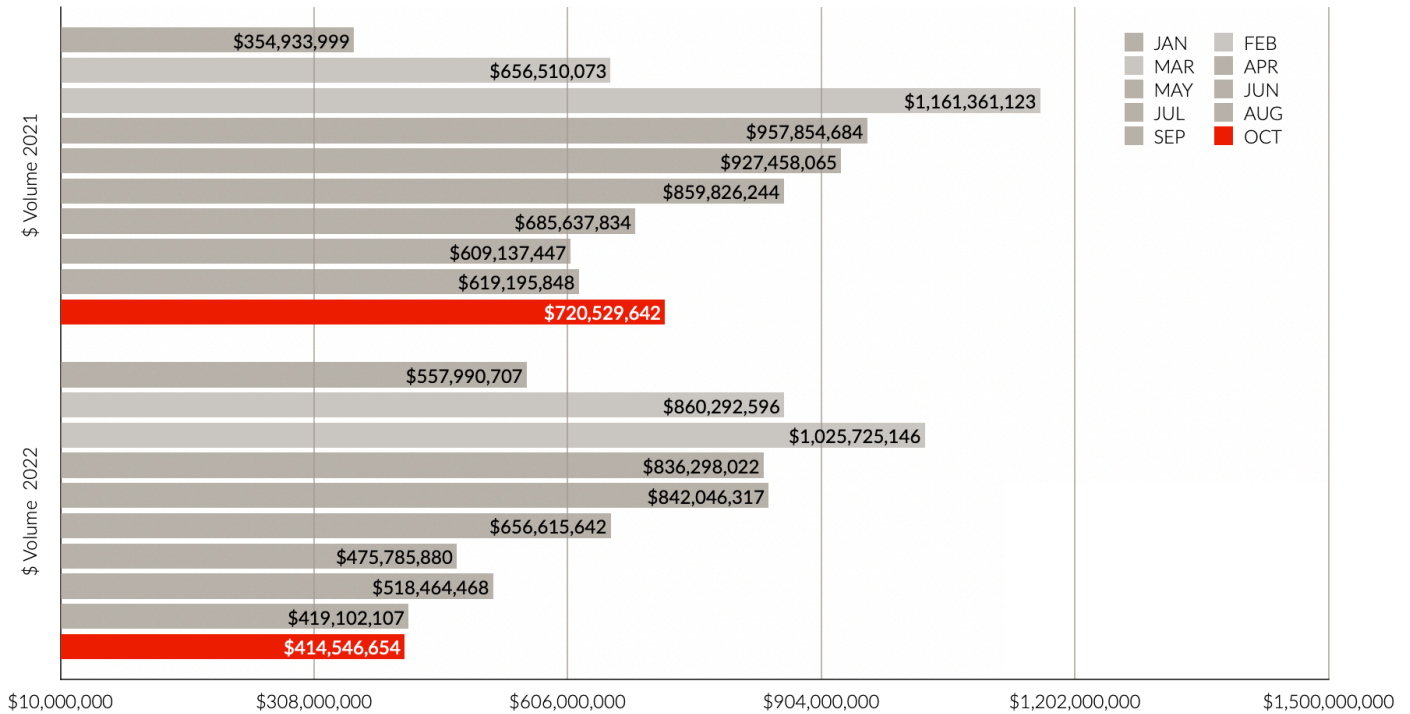
\* Median sale price is based on residential sales (including freehold and condominiums).



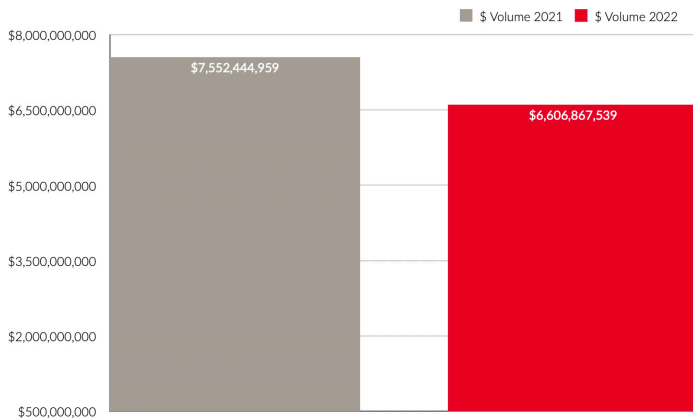
# SALE PRICE VS. LIST PRICE RATIO



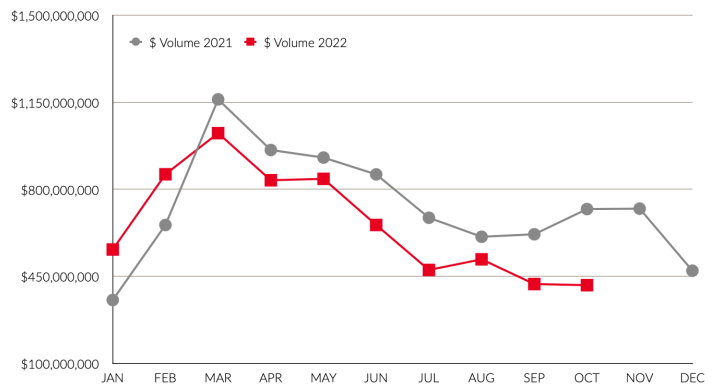
# DOLLAR VOLUME SALES



## Monthly Comparison 2021 vs. 2022

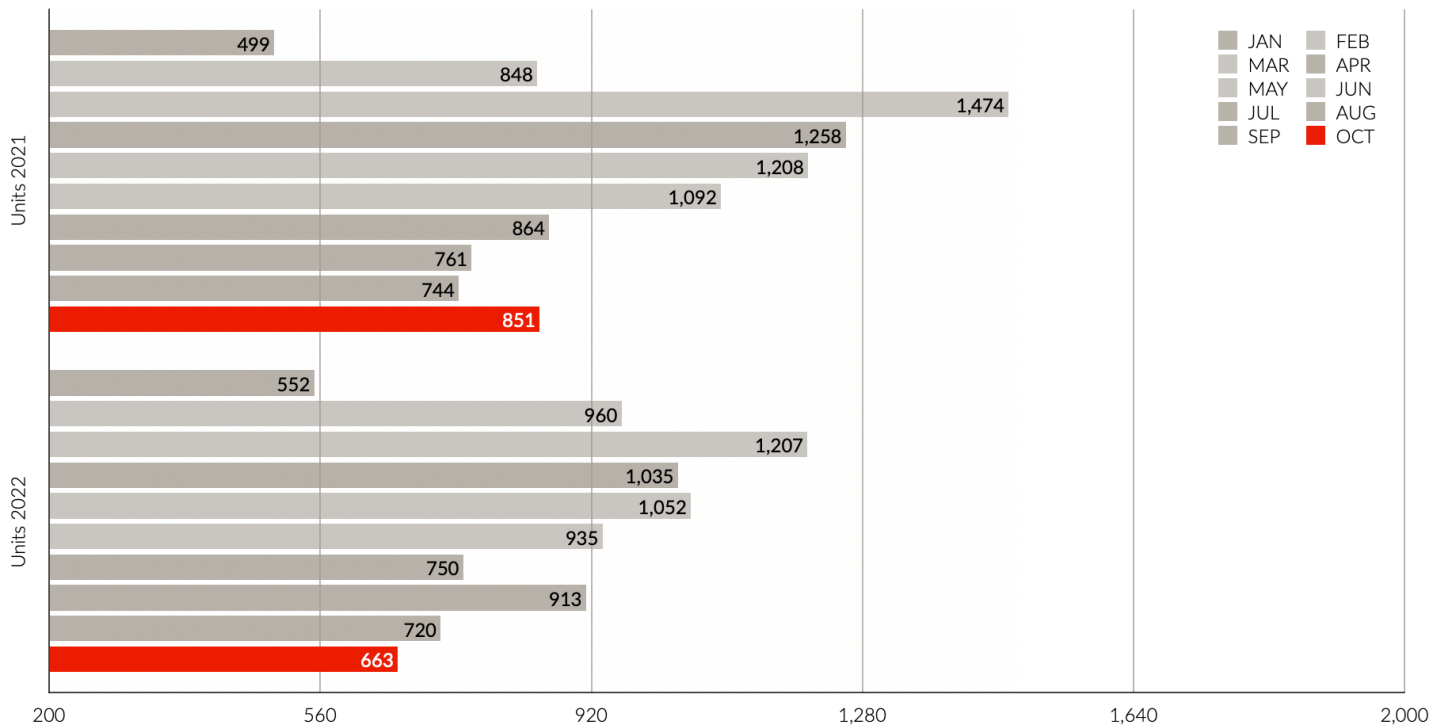


## Yearly Totals 2021 vs. 2022

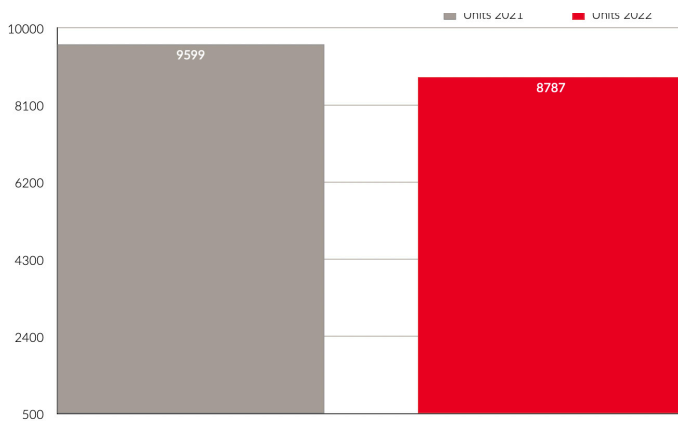


## Month vs. Month 2021 vs. 2022

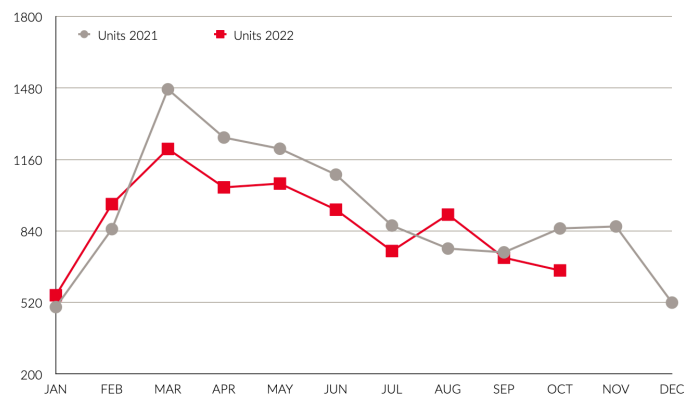
# UNIT SALES



## Monthly Comparison 2021 vs. 2022



## Yearly Totals 2021 vs. 2022



## Month vs. Month 2021 vs. 2022

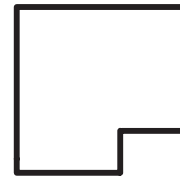
# SALES BY TYPE


















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 <b>\$4,986,075,605</b> -14.06%	 <b>\$1,004,723,683</b> -9.52%	 <b>\$90,336,000</b> +3.78%
YTD Unit Sales	 <b>5,246</b> -23.4%	 <b>1,653</b> -24.03%	 <b>44</b> -42.11%
YTD Average Sale Price	 <b>\$950,453</b> +12.2%	 <b>\$607,818</b> +19.11%	 <b>\$2,053,090</b> +79.26%
October Sales Volume	 <b>\$311,407,218</b> -45.99%	 <b>\$61,244,377</b> -39.3%	 <b>\$13,600,000</b> +124.61%
October Unit Sales	 <b>370</b> -40.99%	 <b>114</b> -38.04%	 <b>3</b> +50%

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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