



# 2024 MARCH

## CITY OF GUELPH

### Real Estate Market Report



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# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market continues to be a balanced market despite both unit sales and sales volume being lower than they were this time last year. Both average and median sale prices remain higher than they were this time last year, showing some strength to this market.

### March year-over-year sales volume of \$130,331,851

Down 6.46% from 2023's \$139,338,740 with unit sales of 166 down 9.78% from last March's 184. New listings of 289 are up 16.06% from a year ago, with the sales/listing ratio of 57.44% down 16.46%.

### Year-to-date sales volume of \$317,365,243

Down 0.09% from 2023's \$317,666,181 with unit sales of 403 down from 421 in 2023. New listings of 692 are up 12.52% from a year ago, with the sales/listing ratio of 58.24% down 10.22%.

### Year-to-date average sale price of \$785,703

Up from \$748,680 one year ago with median sale price of \$750,000 up from \$737,500 one year ago. Average days-on-market of 27.33 is up 5.66 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$750,000**

+1.56%

Average Sale Price

**\$785,132**

+3.68%

Sales Volume

**\$130,331,851**

-6.46%

Unit Sales

**166**

-9.78%

New Listings

**289**

+16.06%

Expired Listings

**17**

+142.86%

Unit Sales/Listings Ratio

**57.44%**

-16.46%

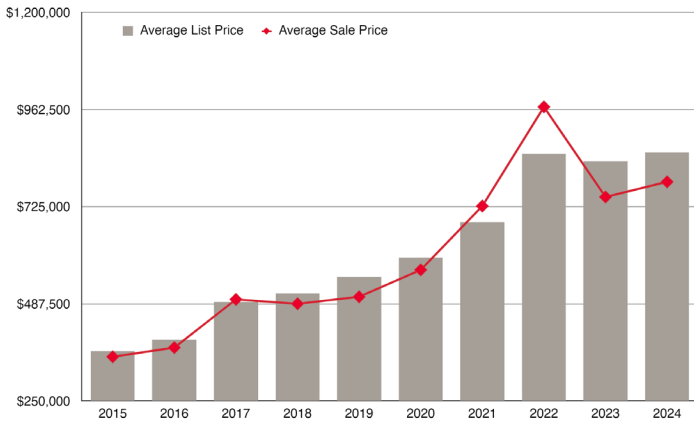
*Year-over-year comparison  
(March 2024 vs. March 2023)*

# THE MARKET IN DETAIL

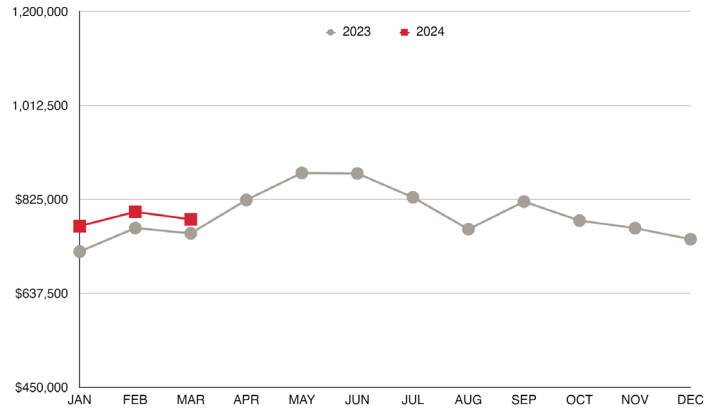
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	CA\$630,731,947	CA\$317,666,181	CA\$317,365,243	-0.09%
<b>YTD Unit Sales</b>	651	421	403	-4.28%
<b>YTD New Listings</b>	896	615	692	+12.52%
<b>YTD Sales/Listings Ratio</b>	72.66%	68.46%	58.24%	-10.22%
<b>YTD Expired Listings</b>	9	25	60	+140%
<b>Monthly Volume Sales</b>	CA\$249,396,505	CA\$139,338,740	CA\$130,331,851	-6.46%
<b>Monthly Unit Sales</b>	257	184	166	-9.78%
<b>Monthly New Listings</b>	385	249	289	+16.06%
<b>Monthly Sales/Listings Ratio</b>	66.75%	73.90%	57.44%	-16.46%
<b>Monthly Expired Listings</b>	3	7	17	+142.86%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	3	1	1	No Change
<b>YTD Sales: \$350K-\$549K</b>	25	78	59	-24.36%
<b>YTD Sales: \$550K-\$749K</b>	118	148	138	-6.76%
<b>YTD Sales: \$750K-\$999K</b>	257	147	145	-1.36%
<b>YTD Sales: \$1M+</b>	248	47	60	+27.66%
<b>YTD Average Days-On-Market</b>	7.33	21.67	27.33	+26.15%
<b>YTD Average Sale Price</b>	CA\$969,091	CA\$748,680	CA\$785,703	+4.95%
<b>YTD Median Sale Price</b>	CA\$925,000	CA\$737,500	CA\$750,000	+1.69%

City of Guelph MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

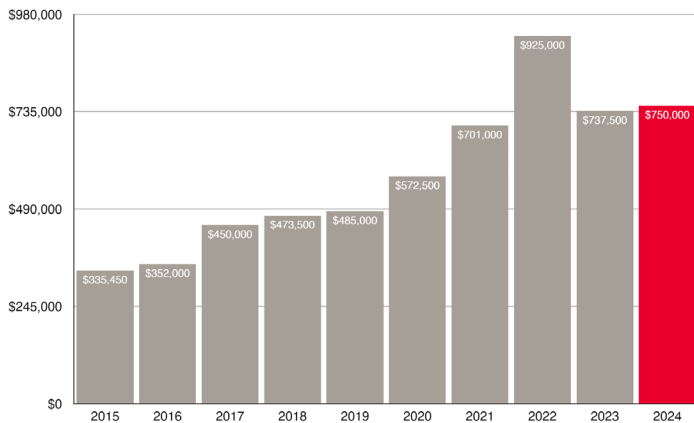


Year-Over-Year

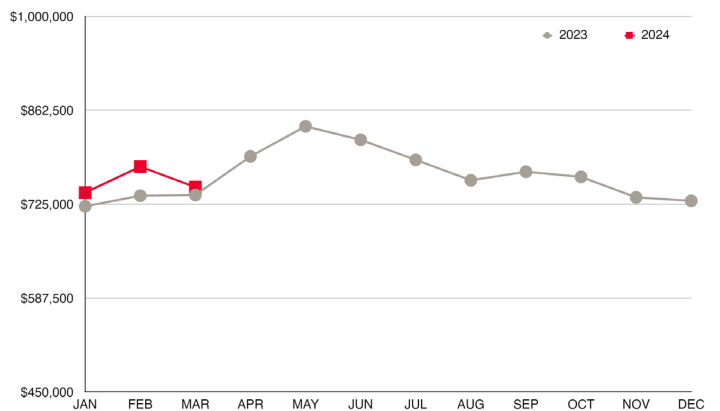


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



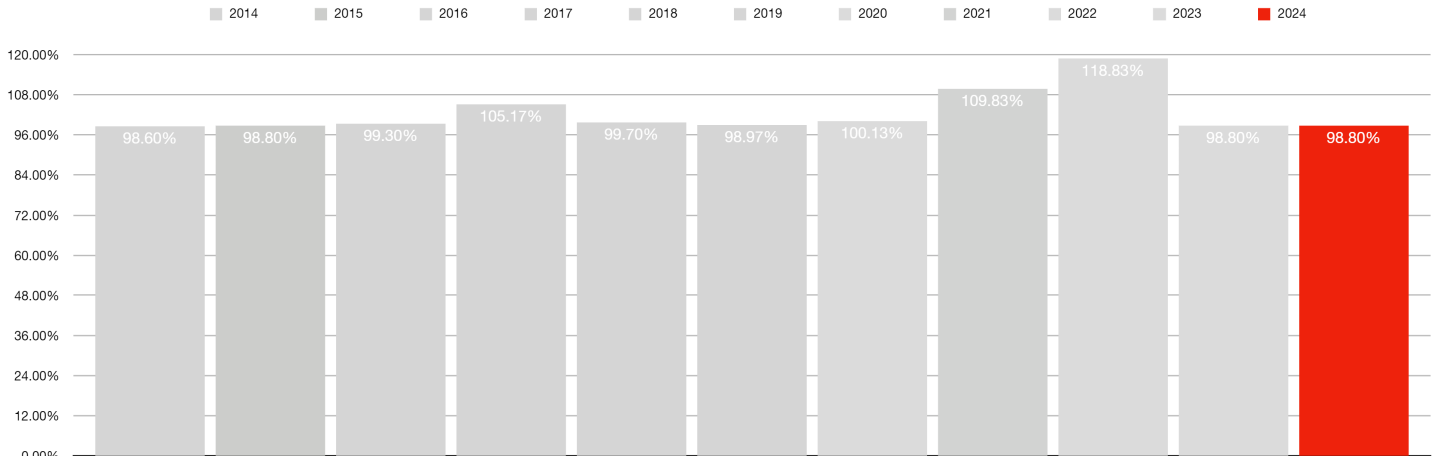
Year-Over-Year



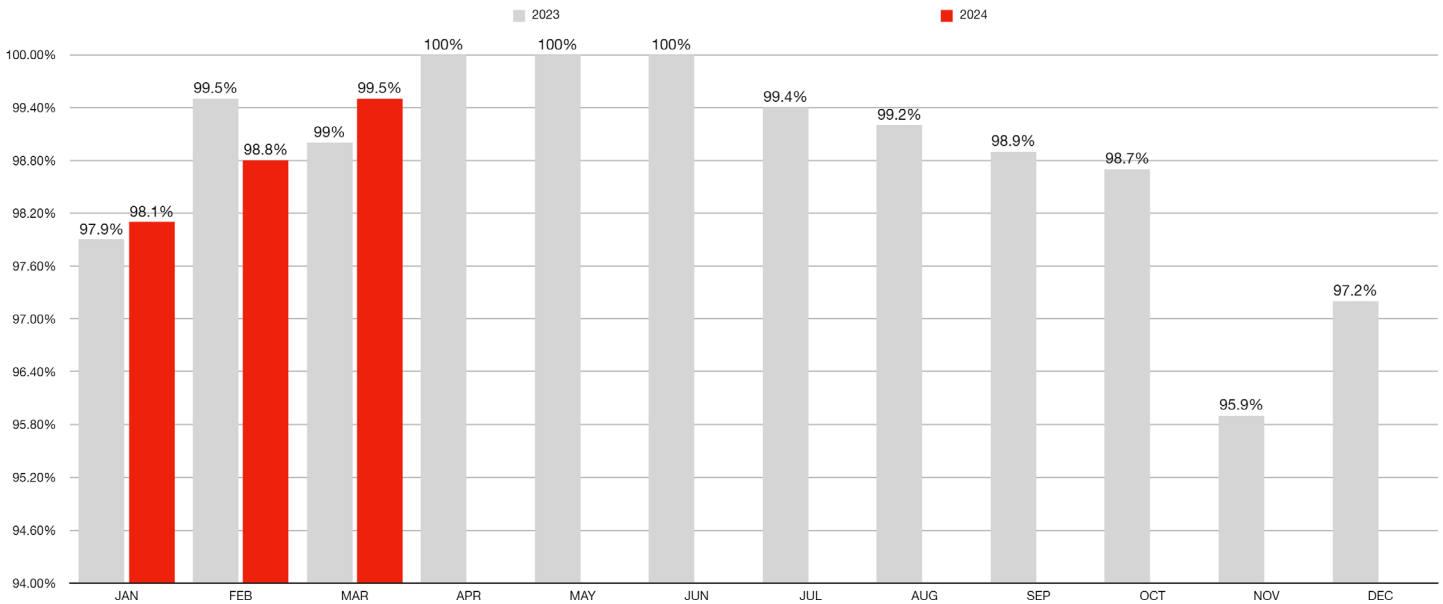
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

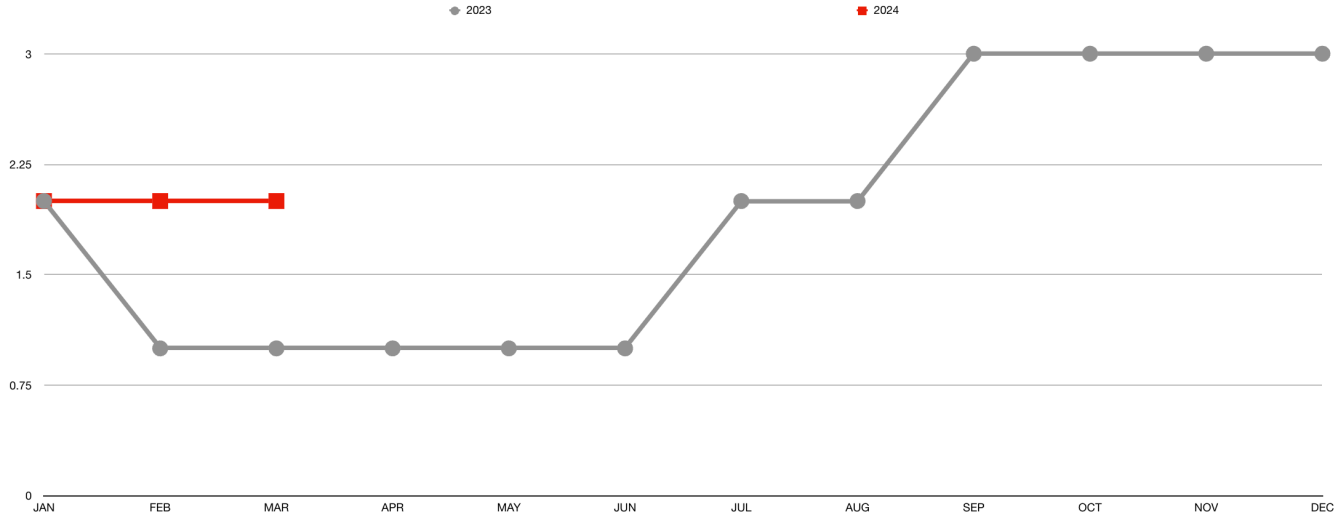


## Year-Over-Year

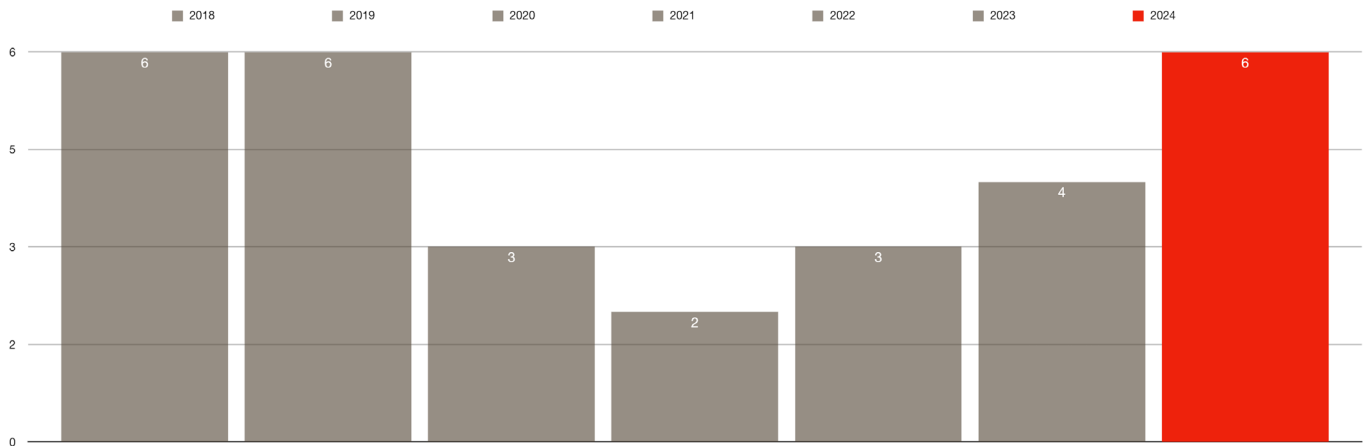


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

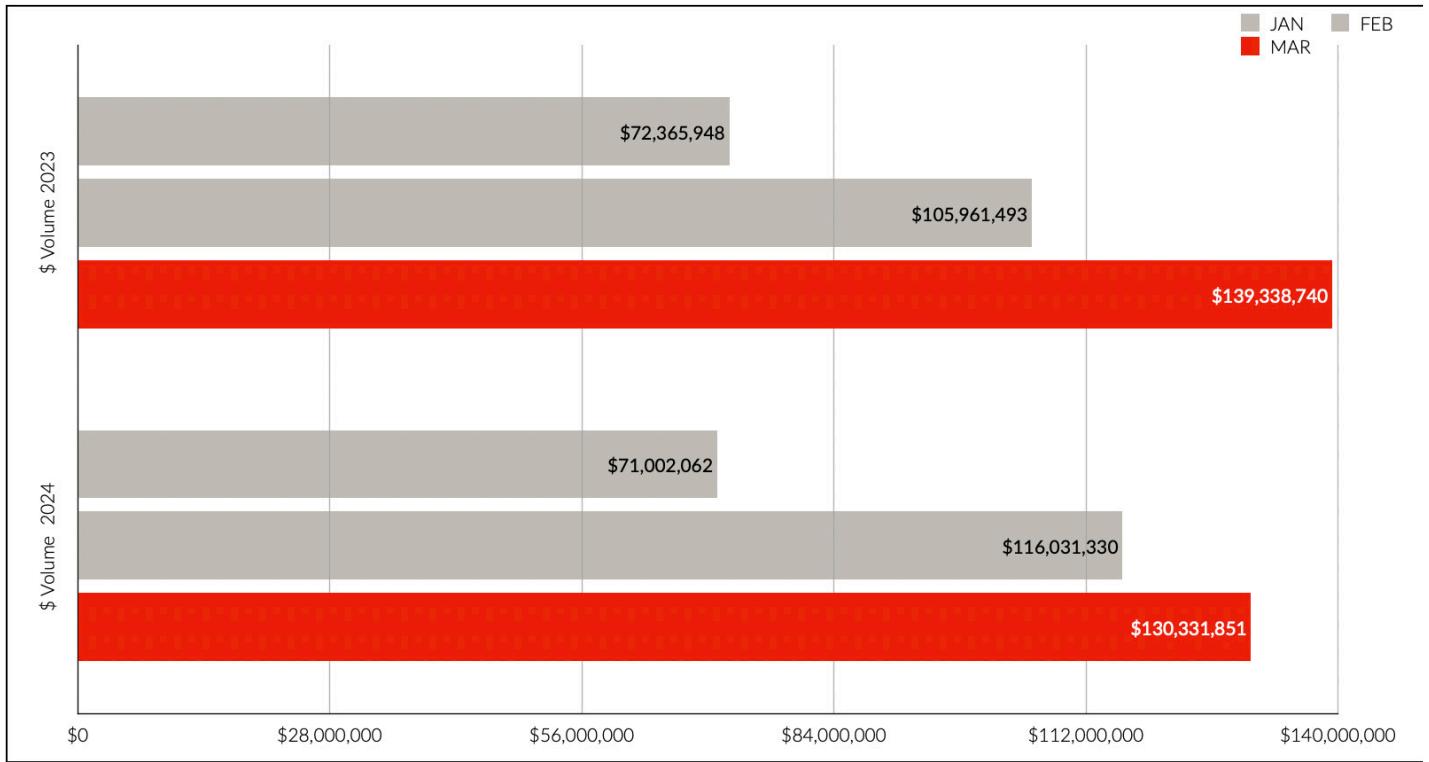


Month-Over-Month 2023 vs. 2024

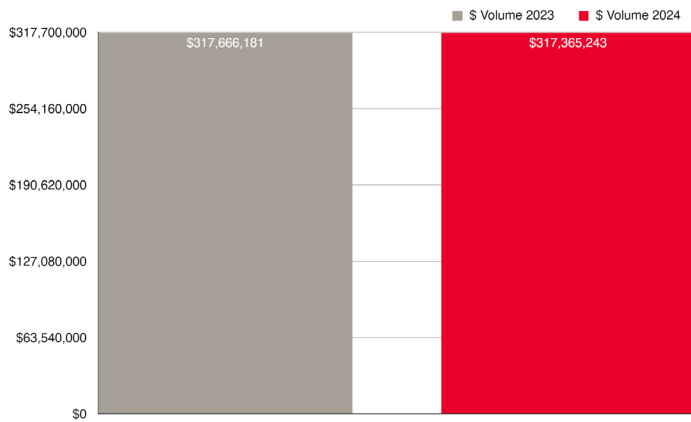


Year-Over-Year

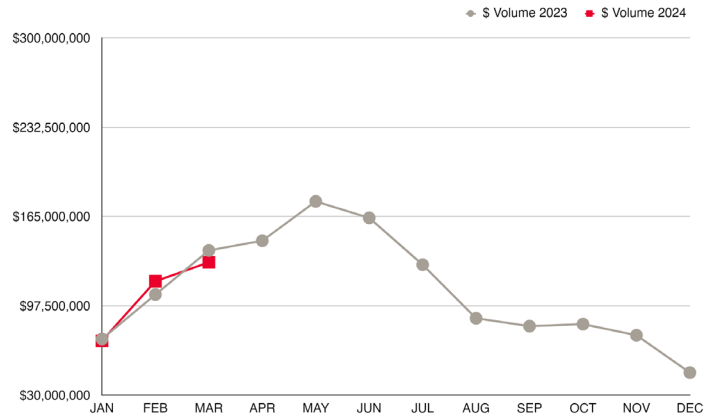
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

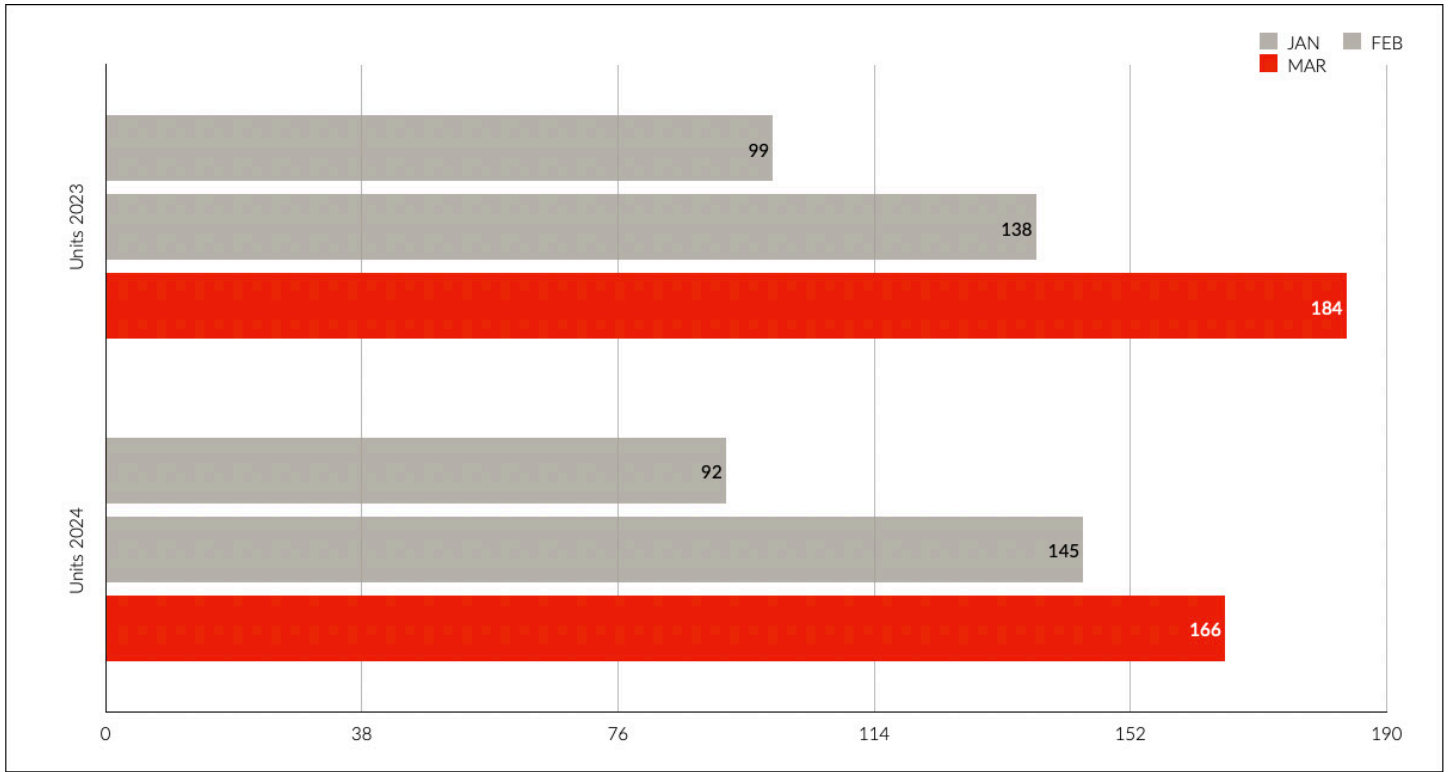


Yearly Totals 2023 vs. 2024

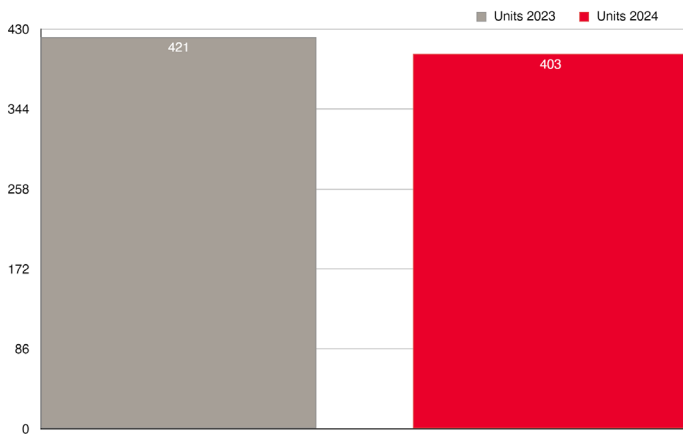


Month vs. Month 2023 vs. 2024

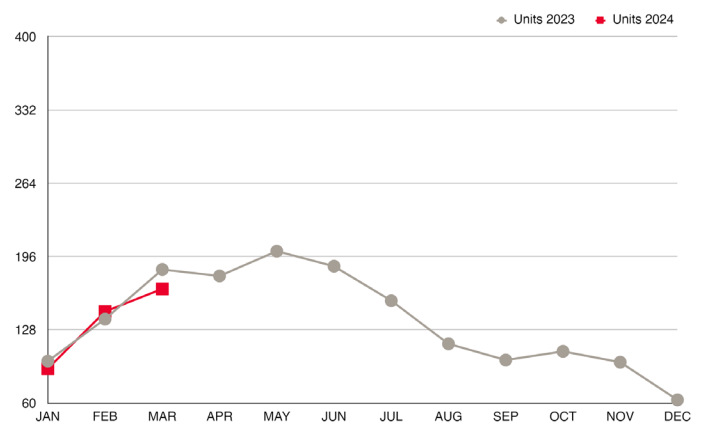
# UNIT SALES



Monthly Comparison 2023 vs. 2024



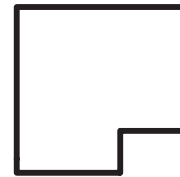
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	↓ \$207,732,083 -0.93%	↓ \$95,019,760 -8.73%	↓ \$0 -100%
YTD Unit Sales	↓ 232 -4.92%	↓ 153 -10.53%	↓ 0 -100%
YTD Average Sale Price	↑ \$895,397 +4.19%	↑ \$621,044 +2.01%	↓ \$0 -100%
March Sales Volume	↓ \$86,409,951 -0.48%	↓ \$43,086,900 -16.23%	↓ \$0 -100%
March Unit Sales	↓ 97 -2.02%	↓ 67 -20.24%	↓ 0 -100%

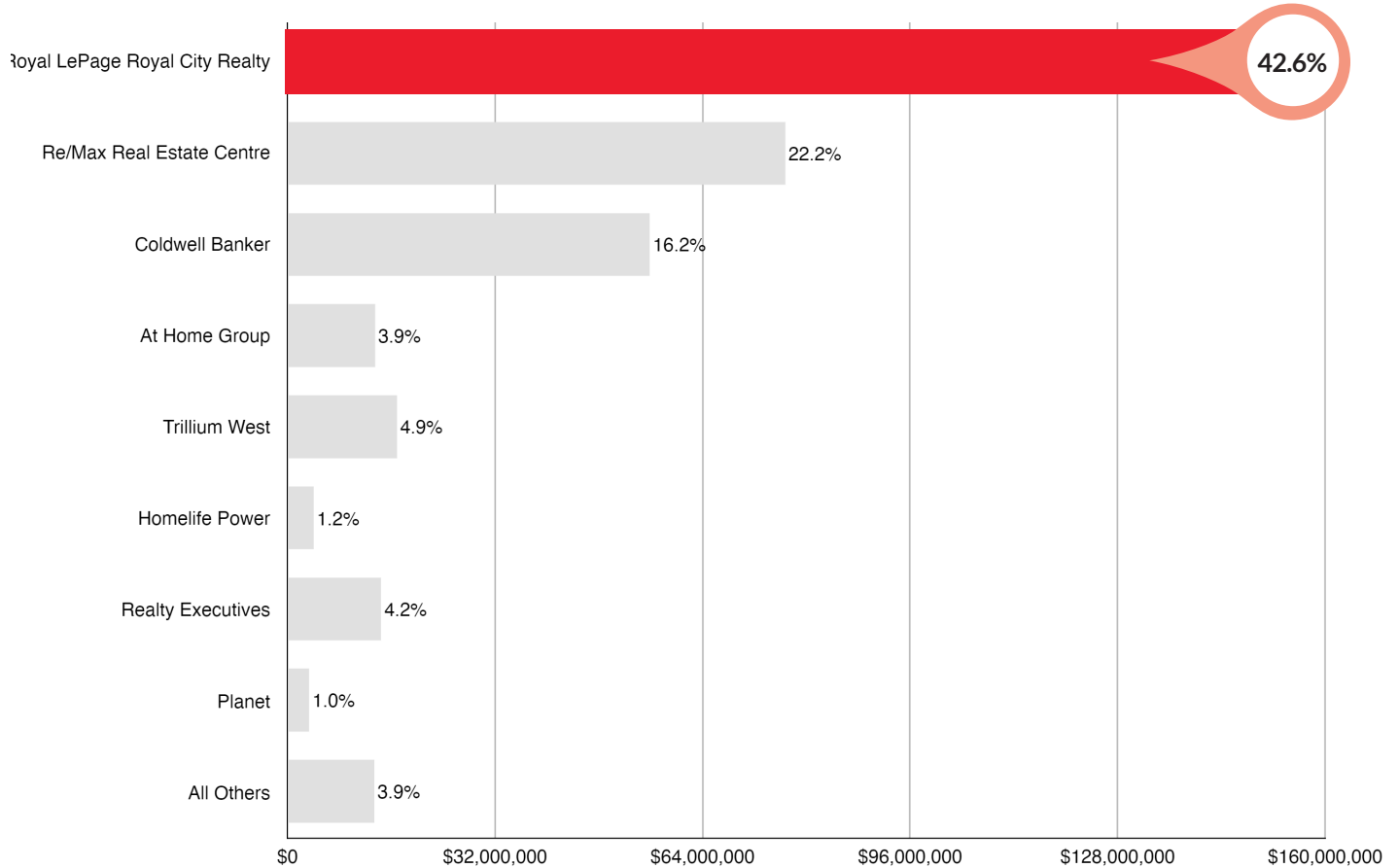
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of March 1, 2024.

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

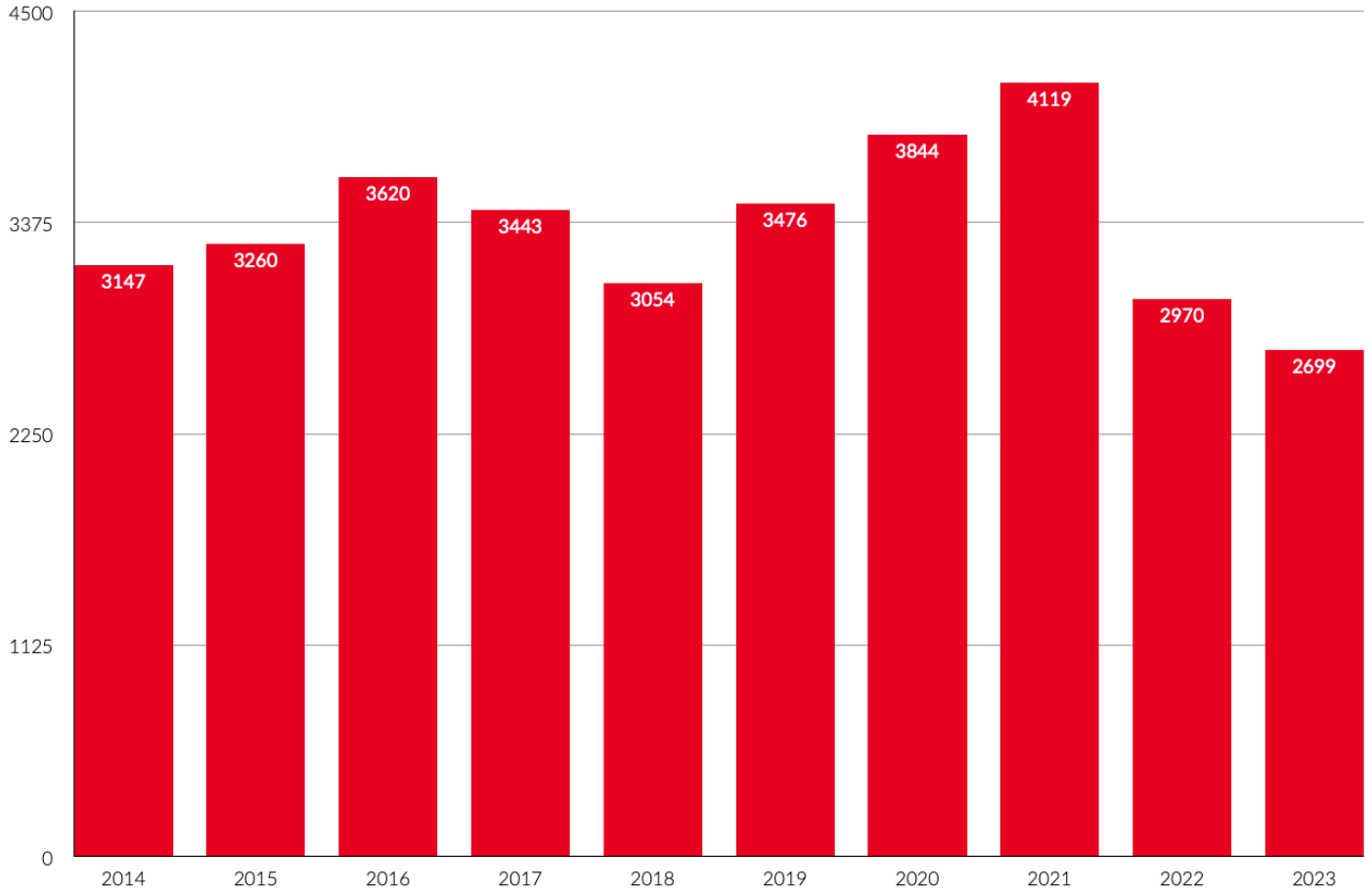


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 2024



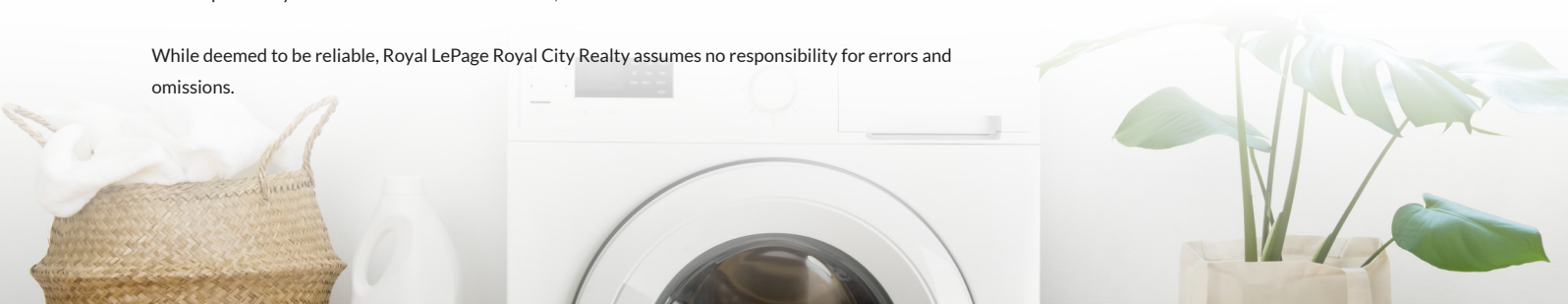
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# 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 (COMMERCIAL)

519-836-8060  
1467 Gordon Street Unit L1, Guelph



## ROCKWOOD

519-856-9922  
118 Main Street S., Rockwood

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