



# 2024

# MARCH

## GUELPH/ERAMOSIA

## Real Estate Market Report



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# OVERVIEW

## BALANCED MARKET

The real estate market in Guelph/Eramosa remains a buyers market this month due to continued drops in unit sales. The monthly year to date median and average sale prices have also dropped. It is important to note that this market is smaller, and more prone of erratic change.

### March year-over-year sales volume of \$13,540,400



Down 23.31% from 2023's \$17,656,370 with unit sales of 12 that are down 14.29% from last March's 14. New listings of 23 are up 21.05% from 2023, with the sales/listing ratio of 52.17% down from 21.51% in 2023.

### Year-to-date sales volume of \$22,075,400



Down 32.17% from 2023's \$32,546,270 with unit sales of 19 down from the 27 in 2023. New listings of 48 are the same as a year ago, with the sales/listing ratio of 39.58% down 16.67%.

### Year-to-date average sale price of \$1,176,261



Up from \$1,152,478 one year ago with median sale price of \$964,950 down from \$1,087,500 one year ago. Average days-on-market of 34.67 is down 11 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$964,950**

-11.27%

Average Sale Price

**\$1,128,637**

-18.12%

Sales Volume

**\$13,540,400**

-23.31%

Unit Sales

**12**

-14.29%

New Listings

**23**

+21.05%

Expired Listings

**3**

+50%

Unit Sales/Listings Ratio

**52.17%**

-21.51%

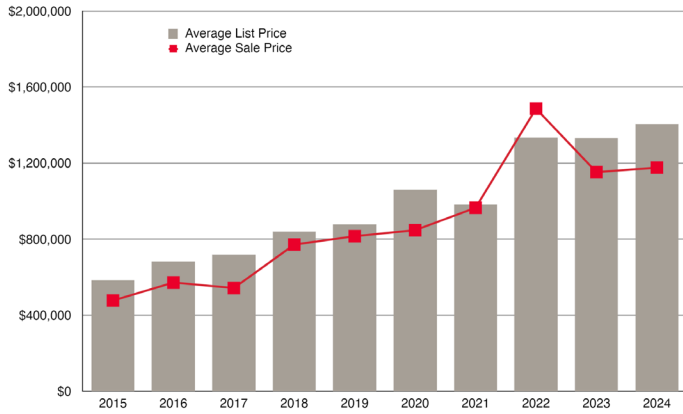
*Year-over-year comparison  
(March 2024 vs. March 2023)*

# THE MARKET IN DETAIL

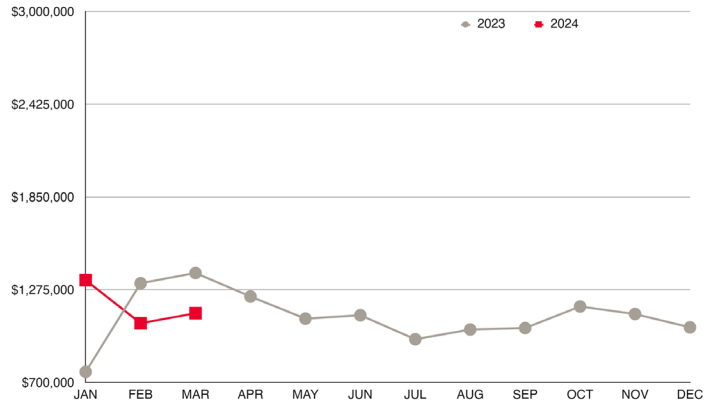
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	CA\$60,050,624	CA\$32,546,270	CA\$22,075,400	-32.17%
<b>YTD Unit Sales</b>	42	27	19	-29.63%
<b>YTD New Listings</b>	66	48	48	No Change
<b>YTD Sales/Listings Ratio</b>	63.64%	56.25%	39.58%	-16.67%
<b>YTD Expired Listings</b>	0	5	11	+120%
<b>Monthly Volume Sales</b>	CA\$27,746,700	CA\$17,656,370	CA\$13,540,400	-23.31%
<b>Monthly Unit Sales</b>	21	14	12	-14.29%
<b>Monthly New Listings</b>	38	19	23	+21.05%
<b>Monthly Sales/Listings Ratio</b>	55.26%	73.68%	52.17%	-21.51%
<b>Monthly Expired Listings</b>	0	2	3	+50%
<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	3	0	-100%
<b>YTD Sales: \$550K-\$749K</b>	1	3	1	-66.67%
<b>YTD Sales: \$750K-\$999K</b>	6	5	8	+60%
<b>YTD Sales: \$1M+</b>	35	16	10	-37.5%
<b>YTD Average Days-On-Market</b>	22.67	45.67	34.67	-24.09%
<b>YTD Average Sale Price</b>	CA\$1,486,590	CA\$1,152,478	CA\$1,176,261	+2.06%
<b>YTD Median Sale Price</b>	CA\$1,350,000	CA\$1,087,500	CA\$964,950	-11.27%

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

# AVERAGE SALE PRICE

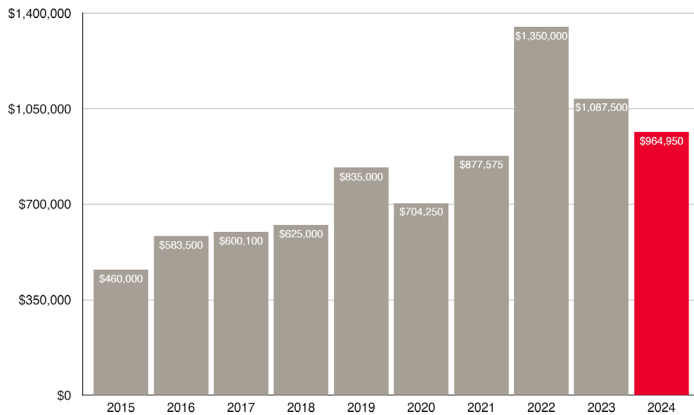


Year-Over-Year

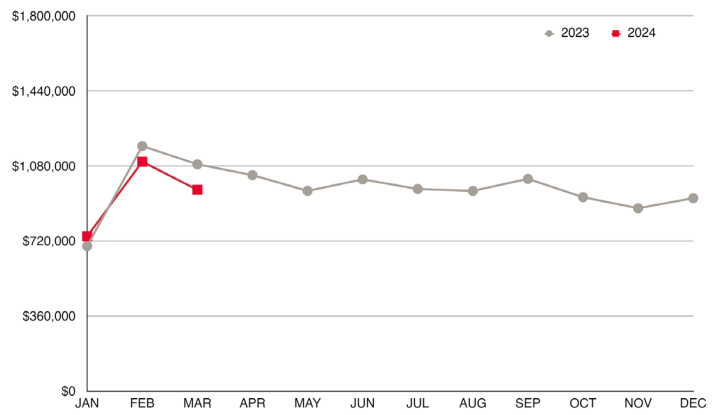


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



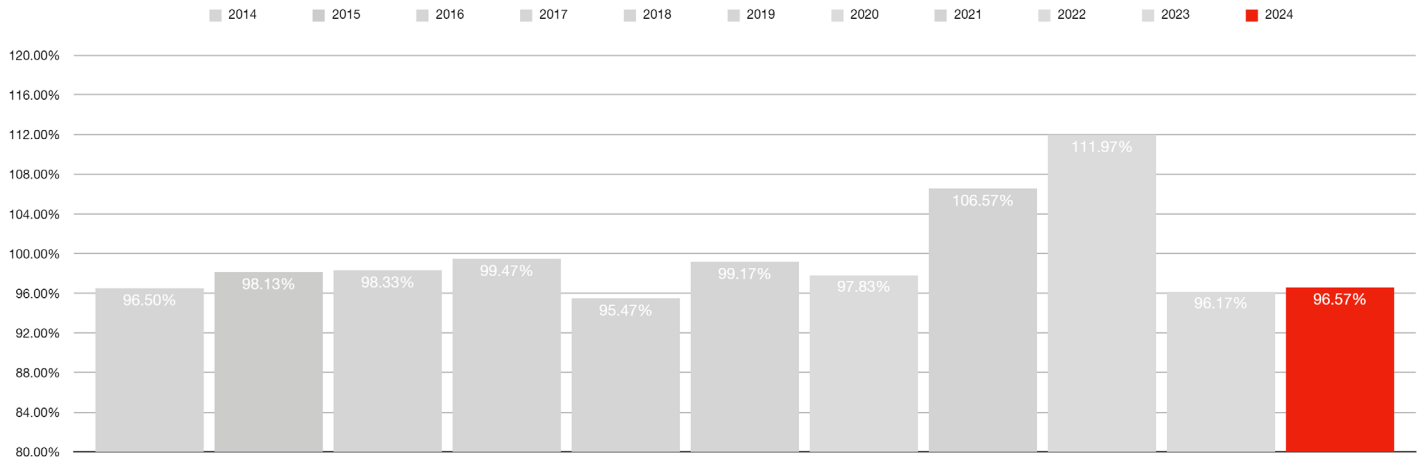
Year-Over-Year



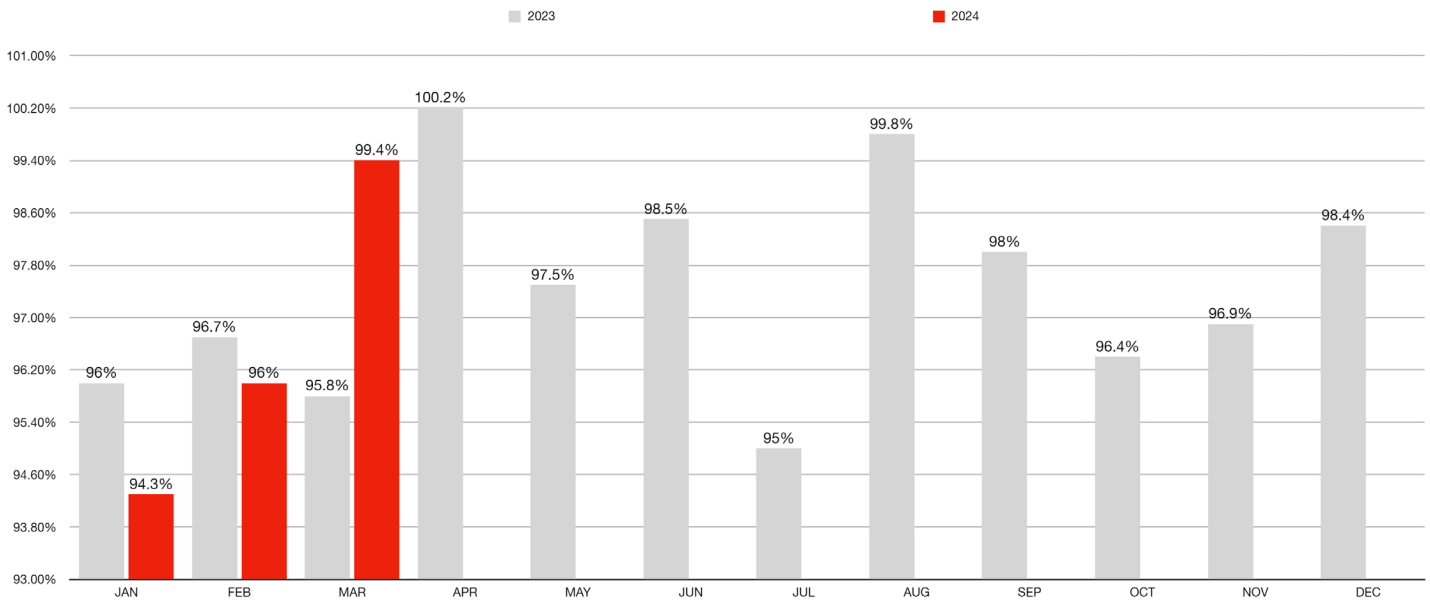
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

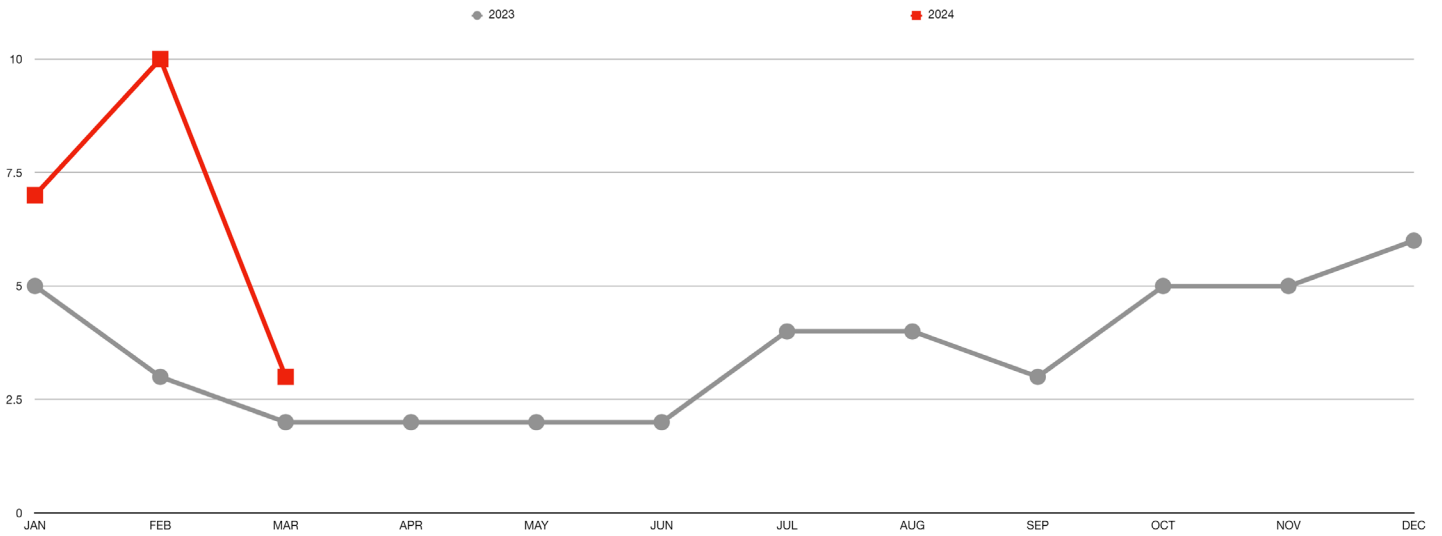


## Year-Over-Year

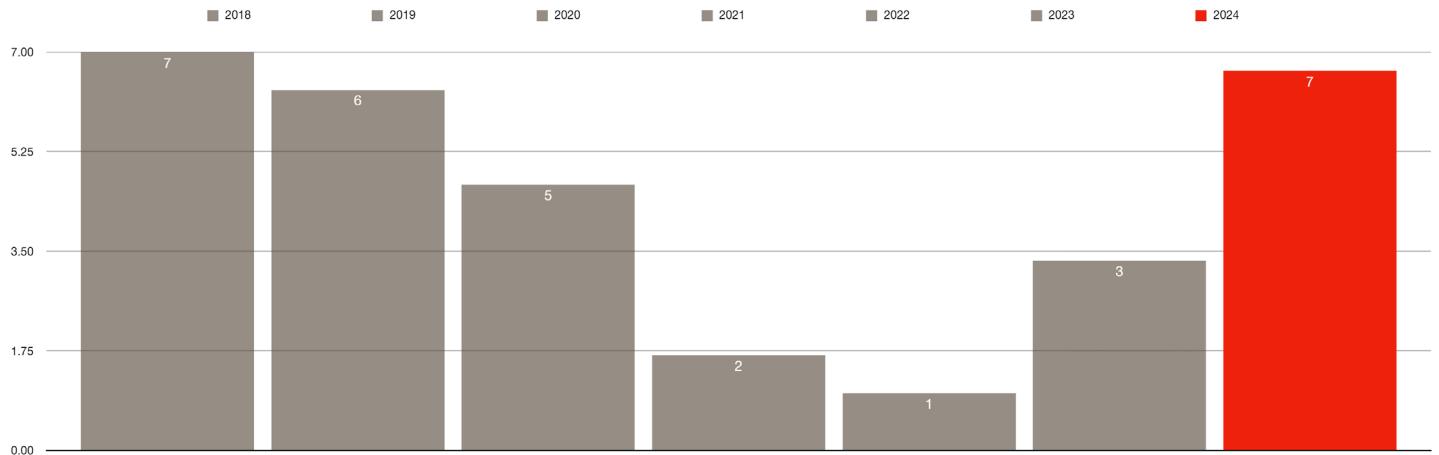


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

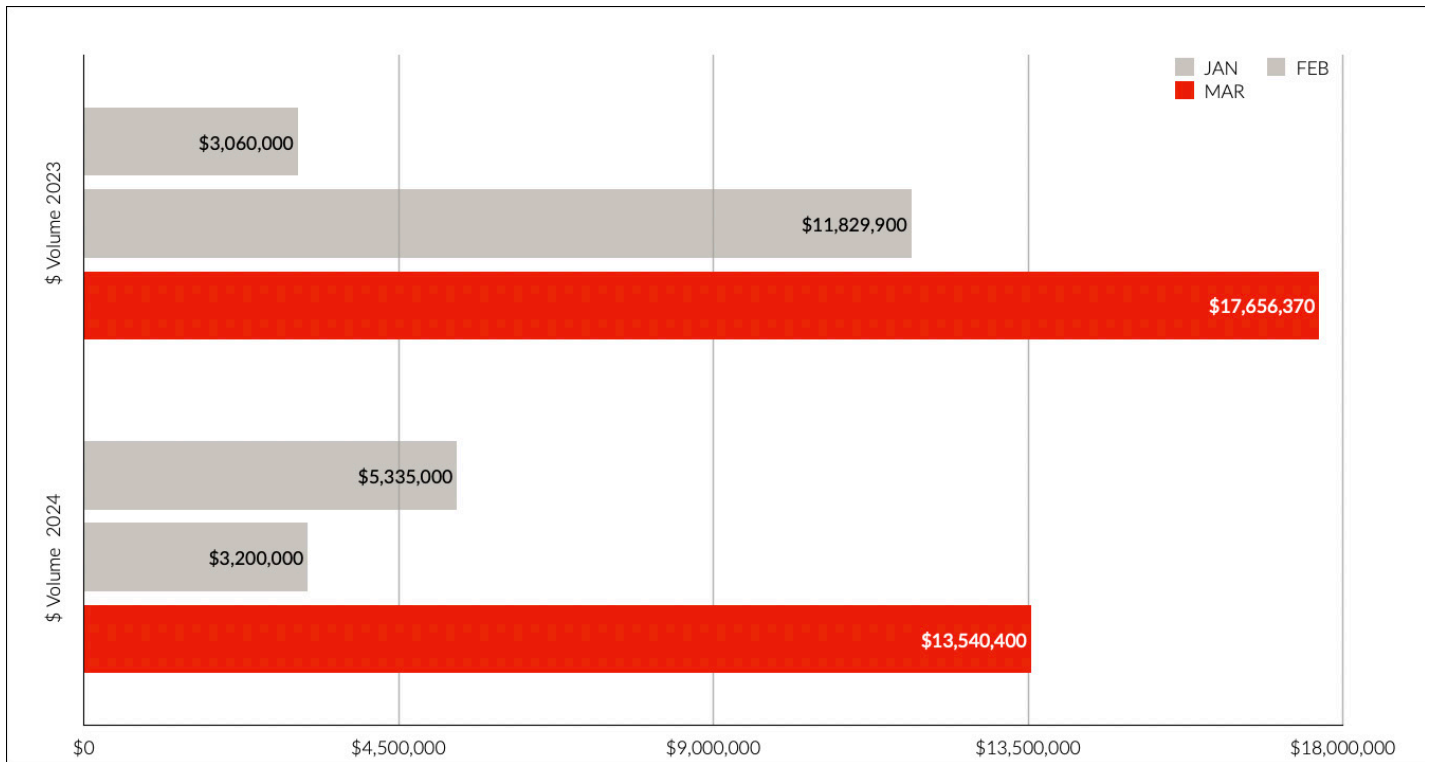


Month-Over-Month 2023 vs. 2024

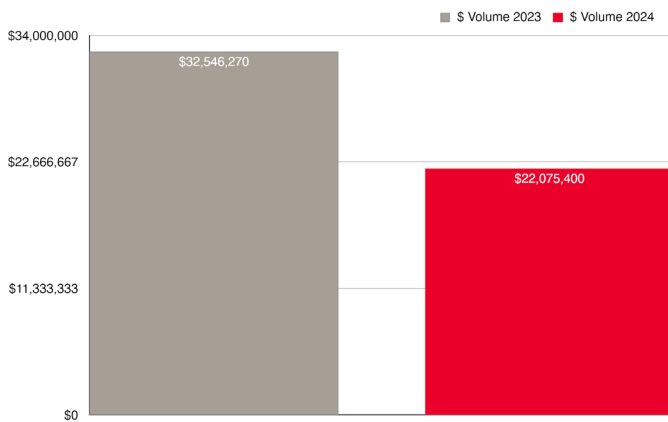


Year-Over-Year

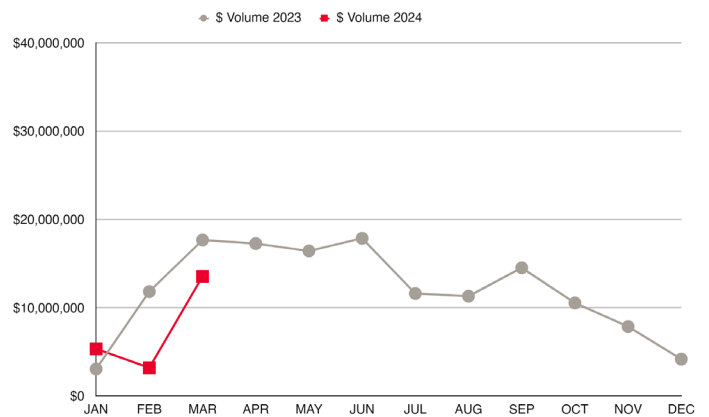
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

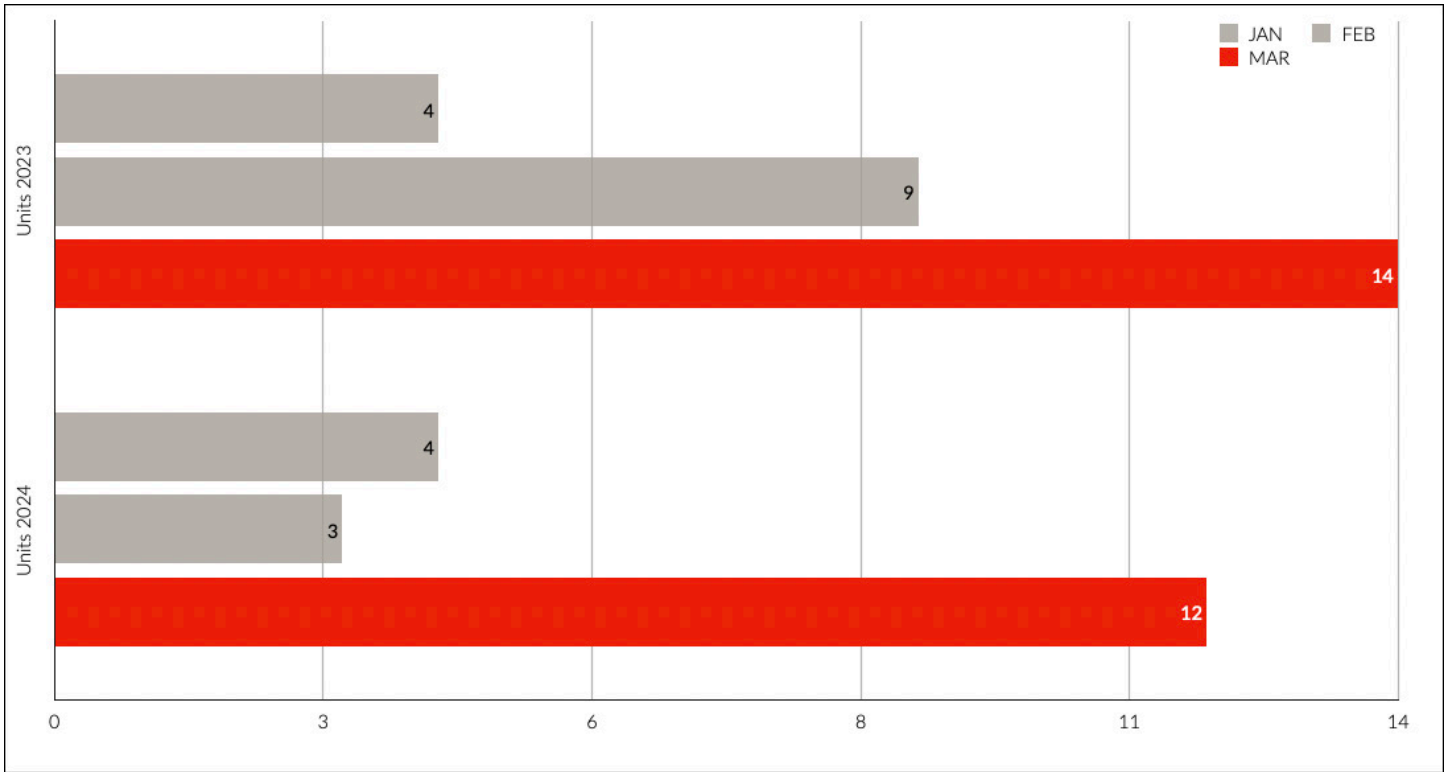


Yearly Totals 2023 vs. 2024

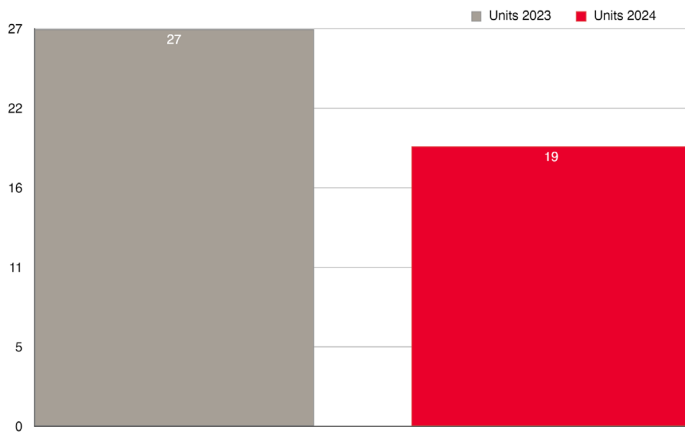


Month vs. Month 2023 vs. 2024

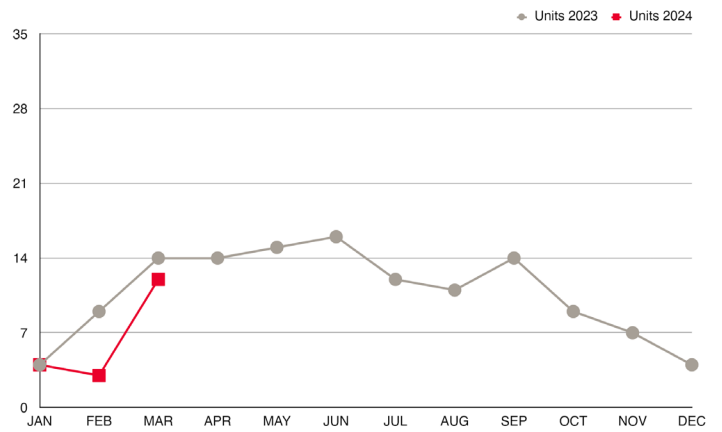
# UNIT SALES



Monthly Comparison 2023 vs. 2024



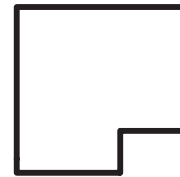
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



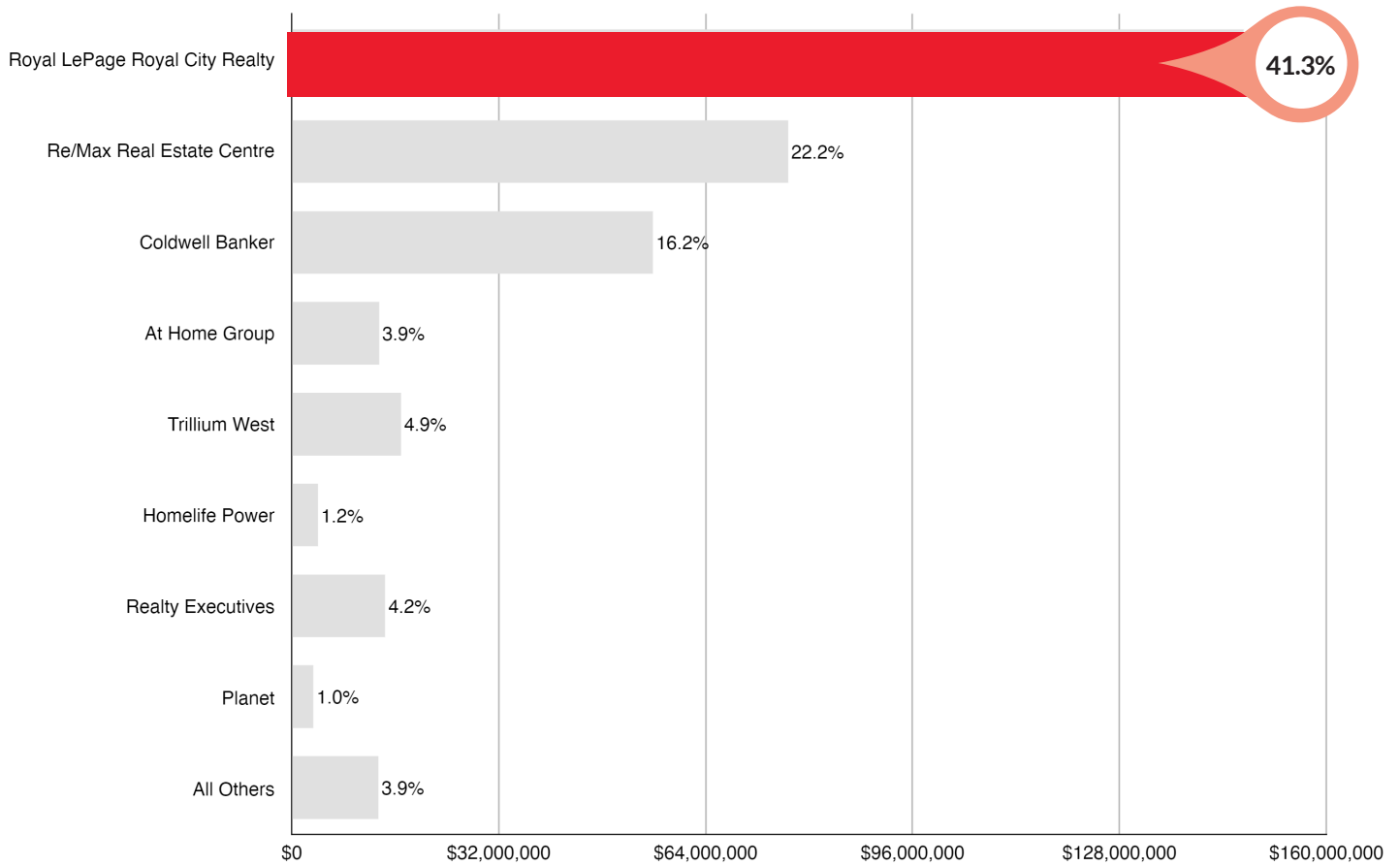
	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$22,075,400 -28.69%	\$0 -100%	\$0 -100%
YTD Unit Sales	19 -20.83%	0 -100%	0 -100%
YTD Average Sale Price	\$1,161,863 -9.92%	\$0 -100%	\$0 -100%
March Sales Volume	\$13,540,400 -23.31%	\$0 No Change	\$0 -100%
March Unit Sales	12 -14.29%	0 No Change	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

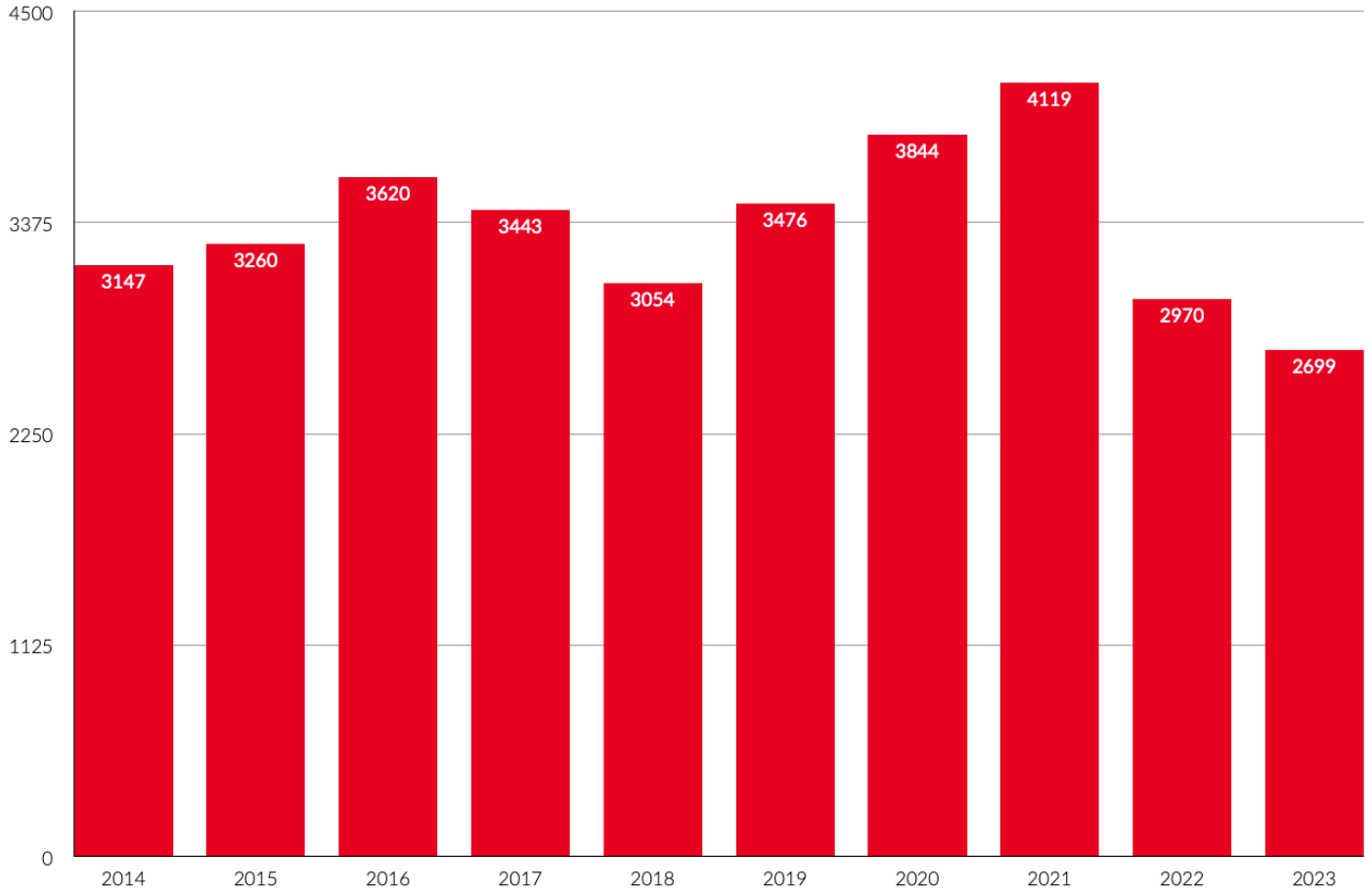


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
March 2024



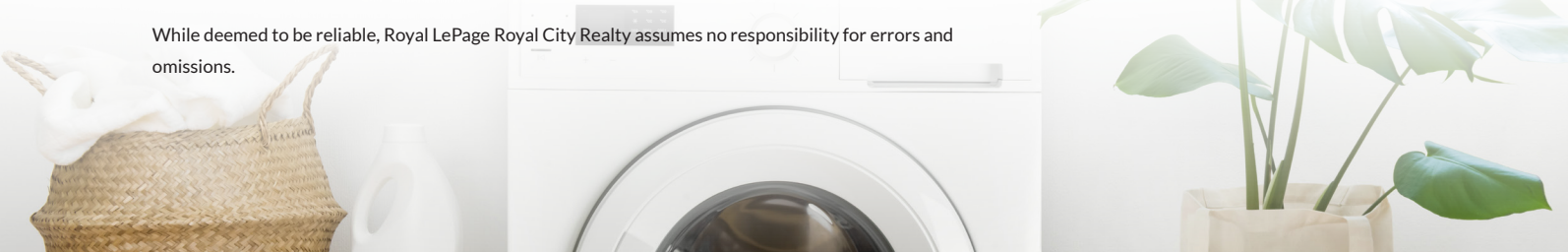
# 10 YEAR MARKET ANALYSIS



## 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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