



# 2024 JUNE

## 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 dropped in comparison to last year, however, the significant increase in expired listings reflects a shift in market dynamics. Despite these changes, the market still shows signs of stability.



### June year-over-year sales volume of \$147,420,002

Down 10.07% from 2023's \$163,934,211 with unit sales of 186 down 0.53% from last June's 187. New listings of 332 are up 8.85% from a year ago, with the sales/listing ratio of 56.02% down 5.29%.



### Year-to-date sales volume of \$752,359,893

Down 6.5% from 2023's \$804,652,194 with unit sales of 940 down from 987 in 2023. New listings of 1,718 are up 20.99% from a year ago, with the sales/listing ratio of 54.71% down 14.79%.



### Year-to-date average sale price of \$797,829

Down from \$804,031 one year ago with median sale price of \$761,750 down from \$766,750 one year ago. Average days-on-market of 24.3 is up 5.6 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$750,000**

-8.45%

Average Sale Price

**\$792,581**

-9.59%

Sales Volume

**\$147,420,002**

-10.07%

Unit Sales

**186**

-0.53%

New Listings

**332**

+8.85%

Expired Listings

**35**

+191.67%

Unit Sales/Listings Ratio

**56.02%**

-5.29%

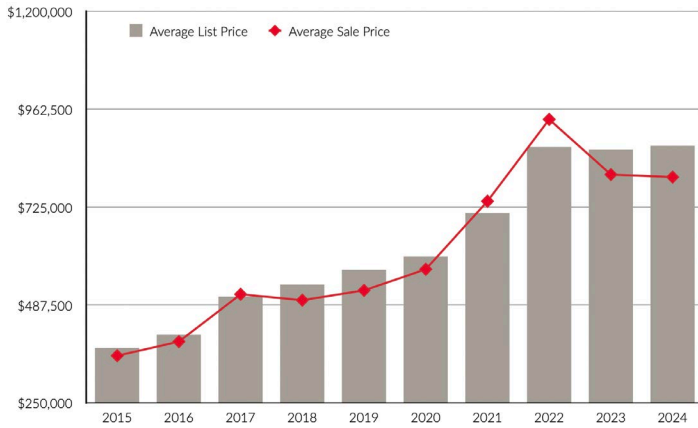
*Year-over-year comparison  
(June 2024 vs. June 2023)*

# THE MARKET IN DETAIL

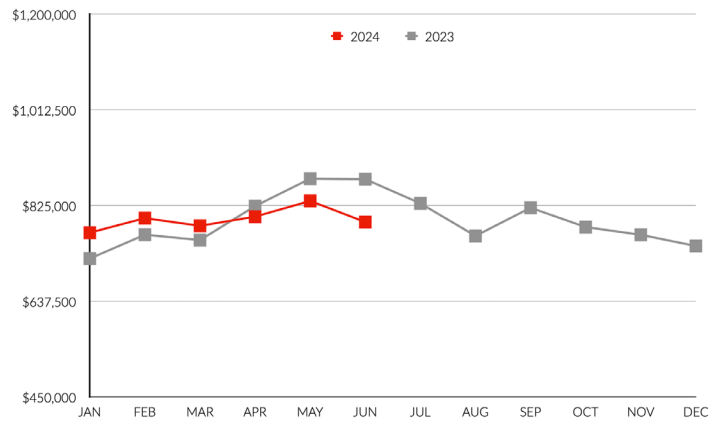
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$1,150,944,247	\$804,652,194	\$752,359,893	-6.5%
<b>YTD Unit Sales</b>	1,222	987	940	-4.76%
<b>YTD New Listings</b>	2,090	1,420	1,718	+20.99%
<b>YDT Sales/Listings Ratio</b>	58.47%	69.51%	54.71%	-14.79%
<b>YTD Expired Listings</b>	31	51	114	+123.53%
<b>Monthly Volume Sales</b>	\$144,538,726	\$163,934,211	\$147,420,002	-10.07%
<b>Monthly Unit Sales</b>	174	187	186	-0.53%
<b>Monthly New Listings</b>	367	305	332	+8.85%
<b>Monthly Sales/Listings Ratio</b>	47.41%	61.31%	56.02%	-5.29%
<b>Monthly Expired Listings</b>	12	12	35	+191.67%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	4	1	3	+200%
<b>YTD Sales: \$350K-\$549K</b>	67	147	120	-18.37%
<b>YTD Sales: \$550K-\$749K</b>	258	282	314	+11.35%
<b>YTD Sales: \$750K-\$999K</b>	495	379	354	-6.6%
<b>YTD Sales: \$1M - \$2M</b>	381	175	149	-14.86%
<b>YTD Sales: \$2M+</b>	17	2	4	+100%
<b>YTD Average Days-On-Market</b>	10.00	18.67	24.33	+30.36%
<b>YTD Average Sale Price</b>	\$937,844	\$804,031	\$797,829	-0.77%
<b>YTD Median Sale Price</b>	\$912,625	\$766,750	\$761,750	-0.65%

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

# AVERAGE SALE PRICE

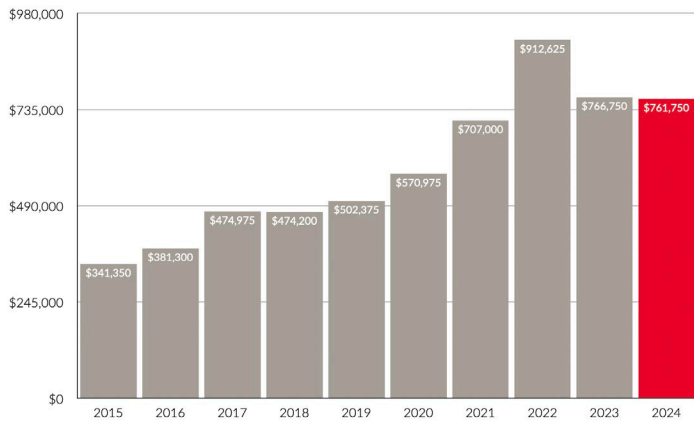


Year-Over-Year

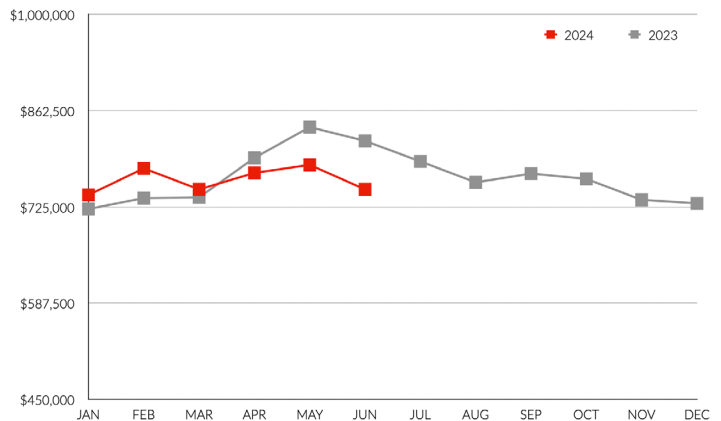


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



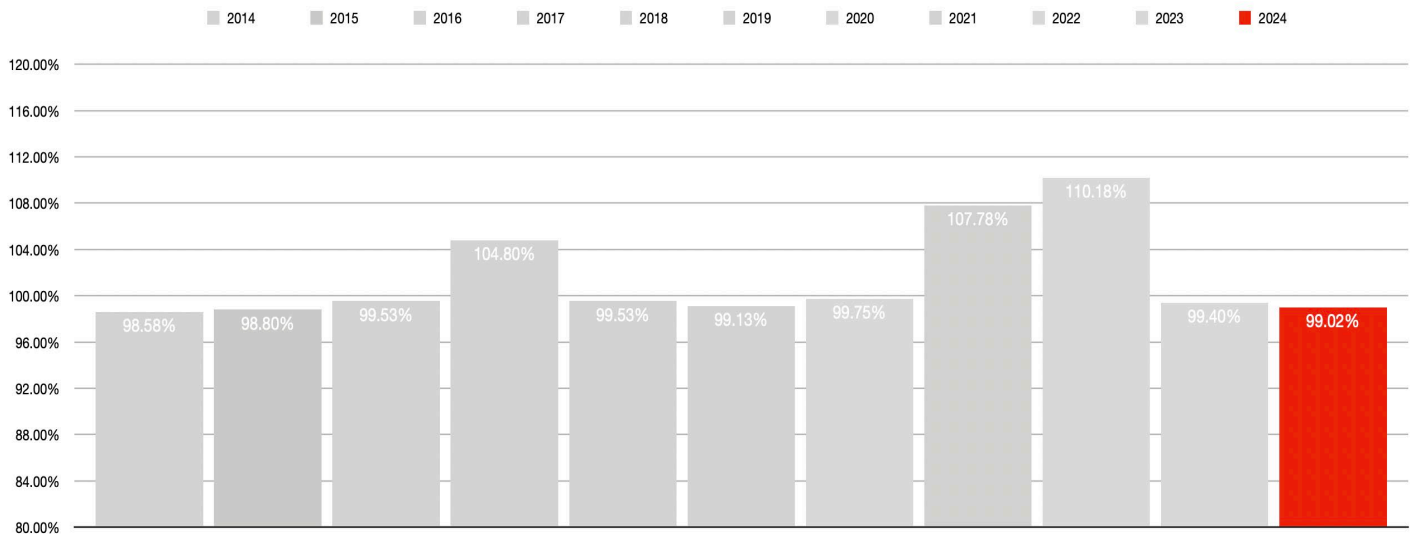
Year-Over-Year



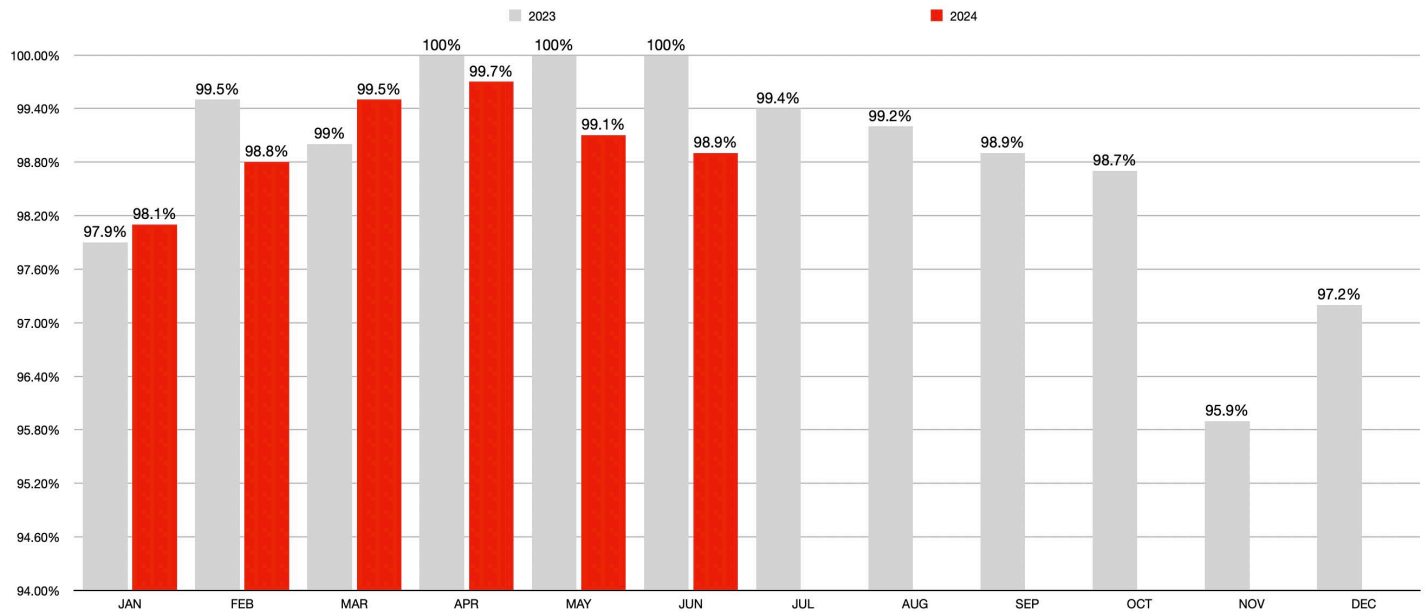
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

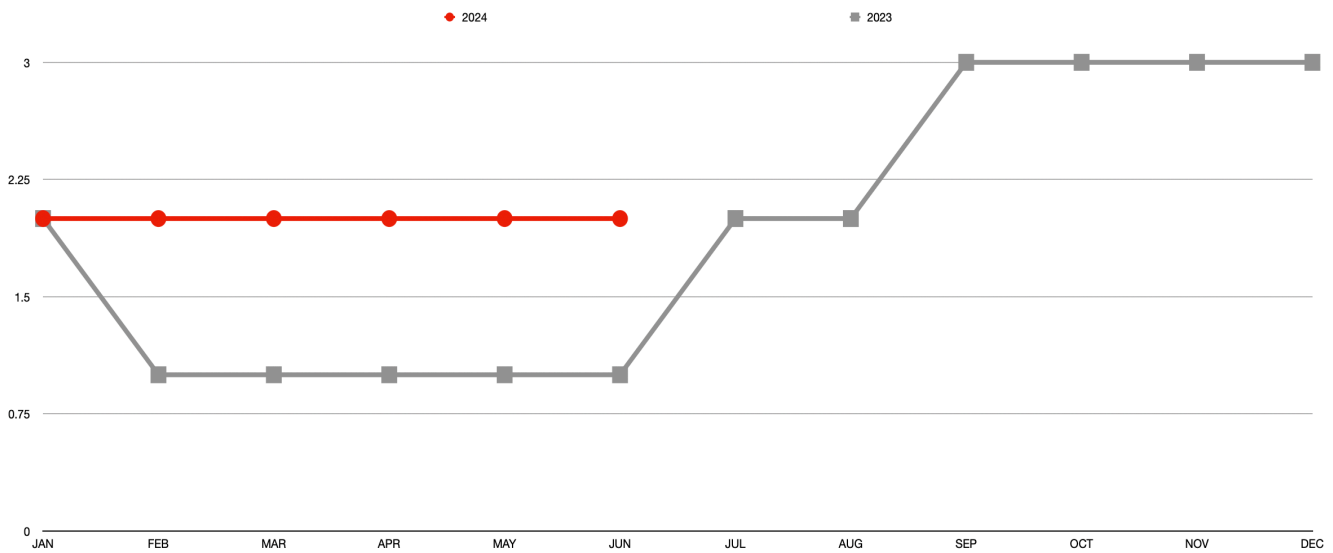


## Year-Over-Year

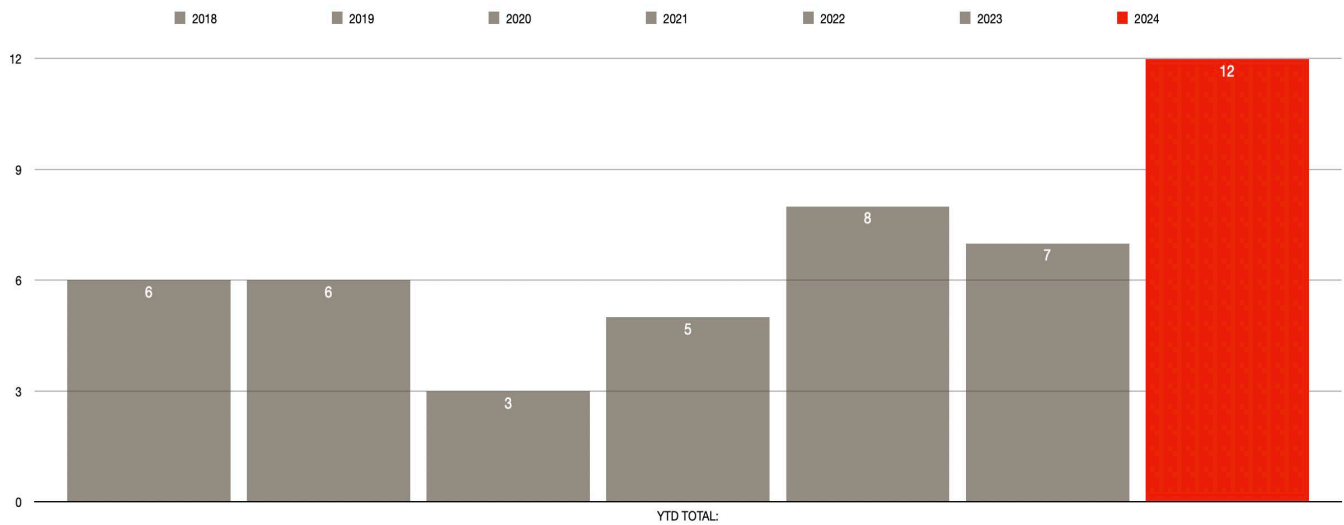


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

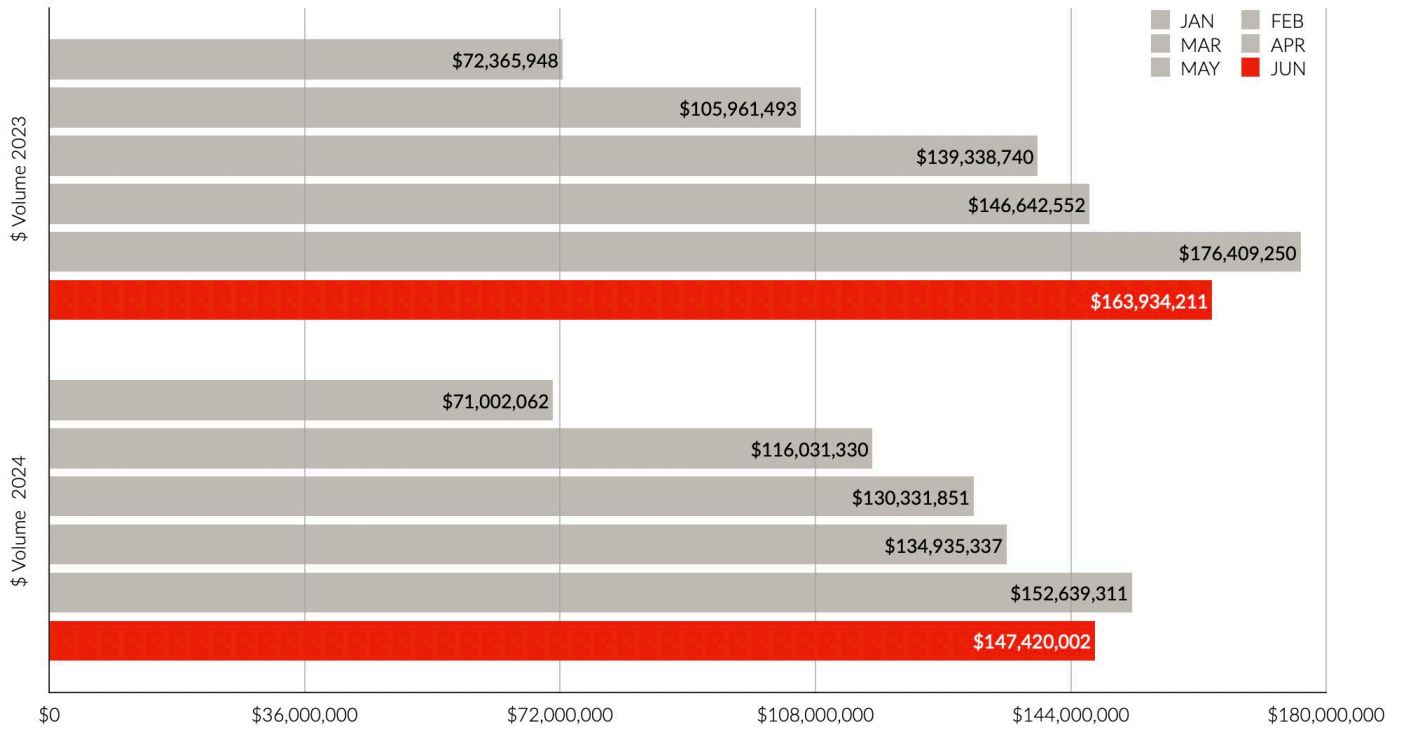


Month-Over-Month 2023 vs. 2024

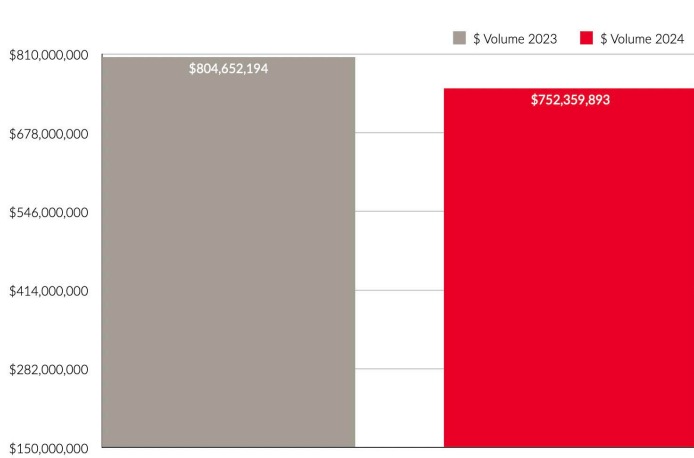


Year-Over-Year

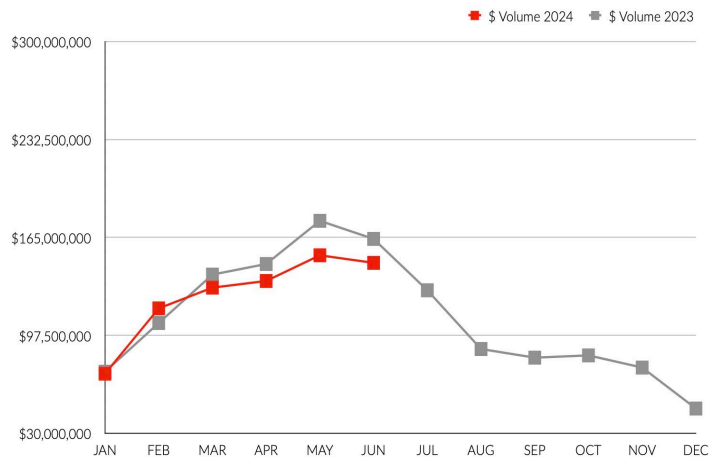
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

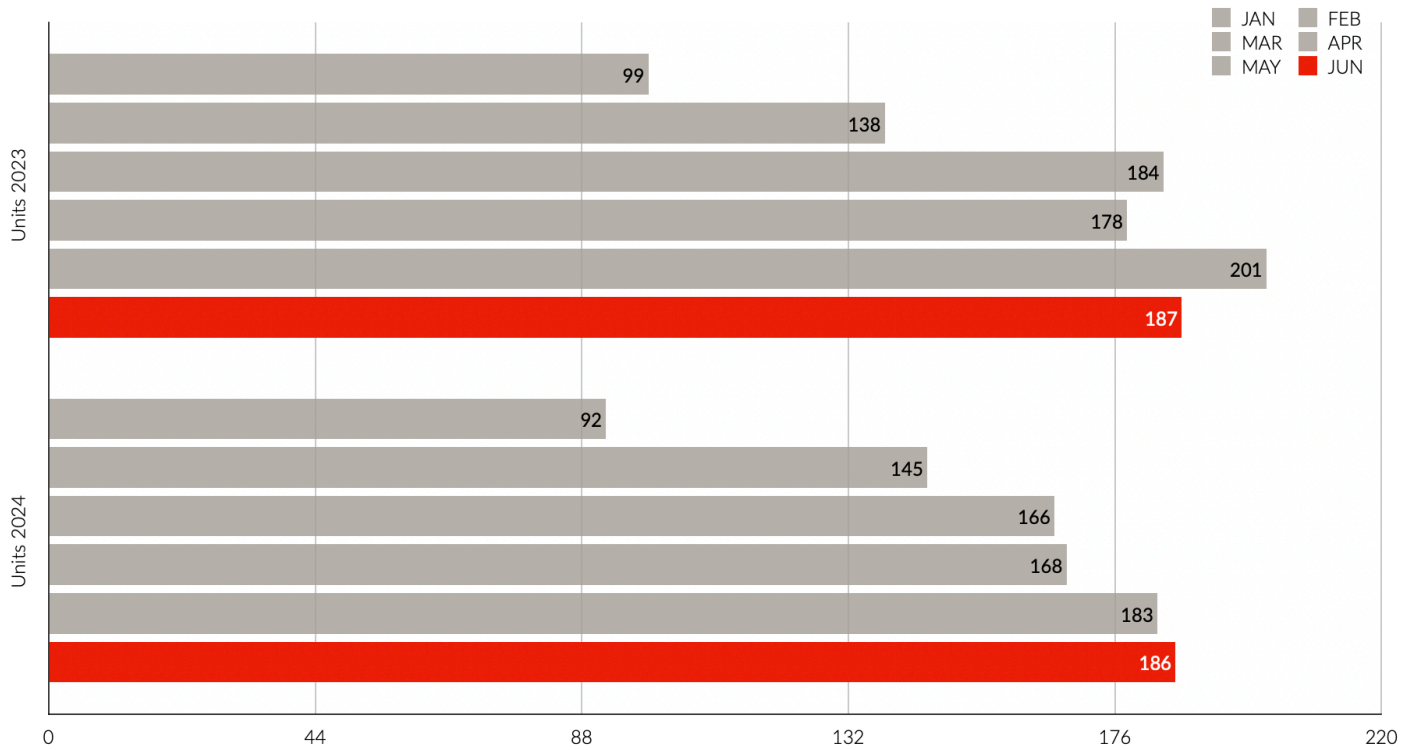


Yearly Totals 2023 vs. 2024

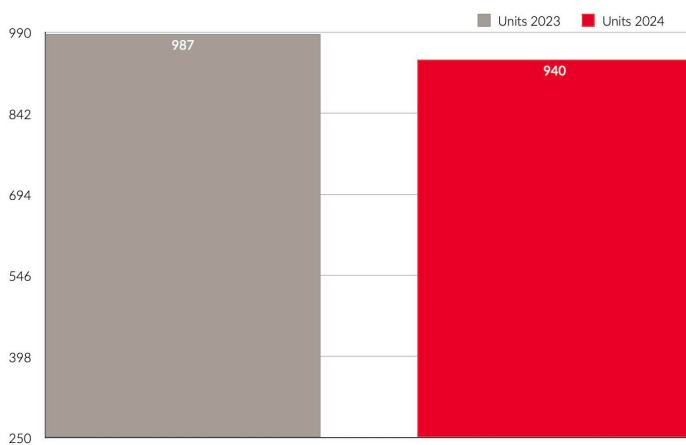


Month vs. Month 2023 vs. 2024

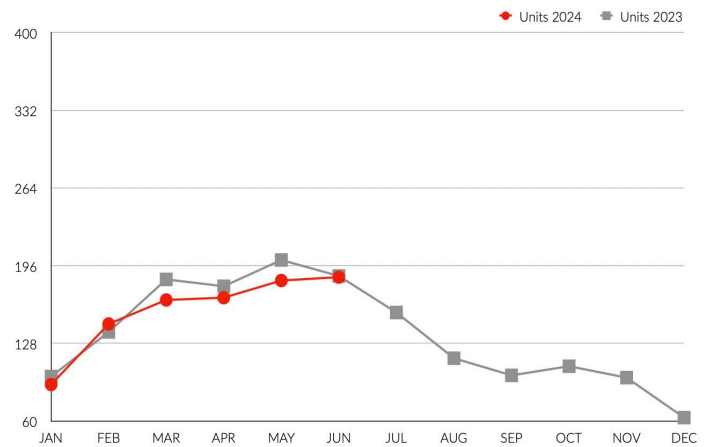
# UNIT SALES



Monthly Comparison 2023 vs. 2024



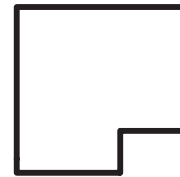
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>YTD Sales Volume</b>	↓ \$511,609,775 -9.96%	↓ \$214,525,218 -3.17%	↓ \$2,435,000 -61.03%
<b>YTD Unit Sales</b>	↓ 569 -7.03%	↓ 341 -4.75%	↓ 3 -66.67%
<b>YTD Average Sale Price</b>	↓ \$899,138 -3.15%	↑ \$629,106 +1.66%	↑ \$811,666.67 +16.9%
<b>June Sales Volume</b>	↓ \$100,743,286 -18.69%	↑ \$46,676,716 +23.16%	↑ \$1,260,000 Up from 0
<b>June Unit Sales</b>	↓ 111 -12.6%	↑ 75 +29.31%	↑ 2 Up from 0

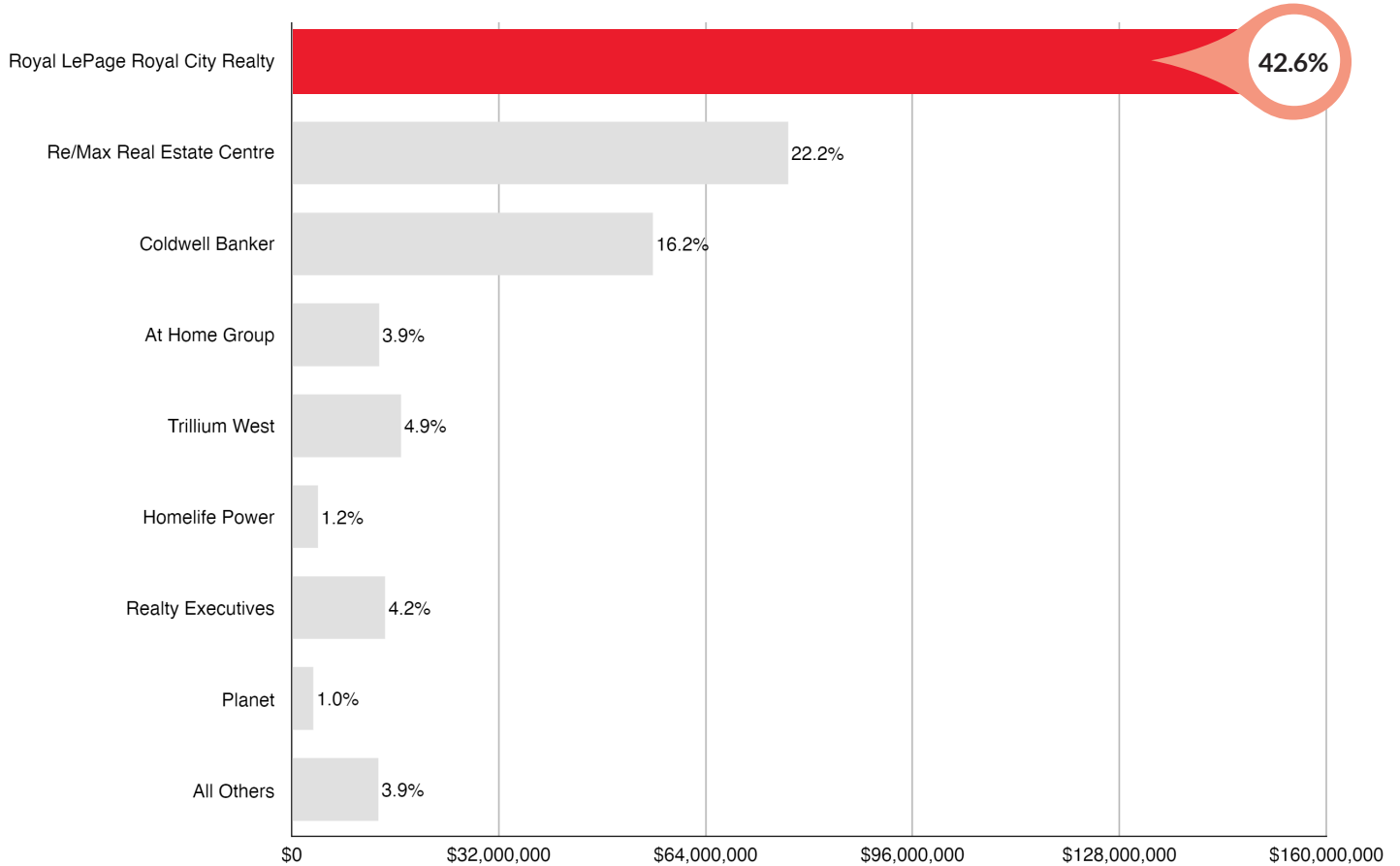
NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of June 1, 2024.

Year-Over-Year Comparison (2024 vs. 2023)

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# MARKET DOMINANCE

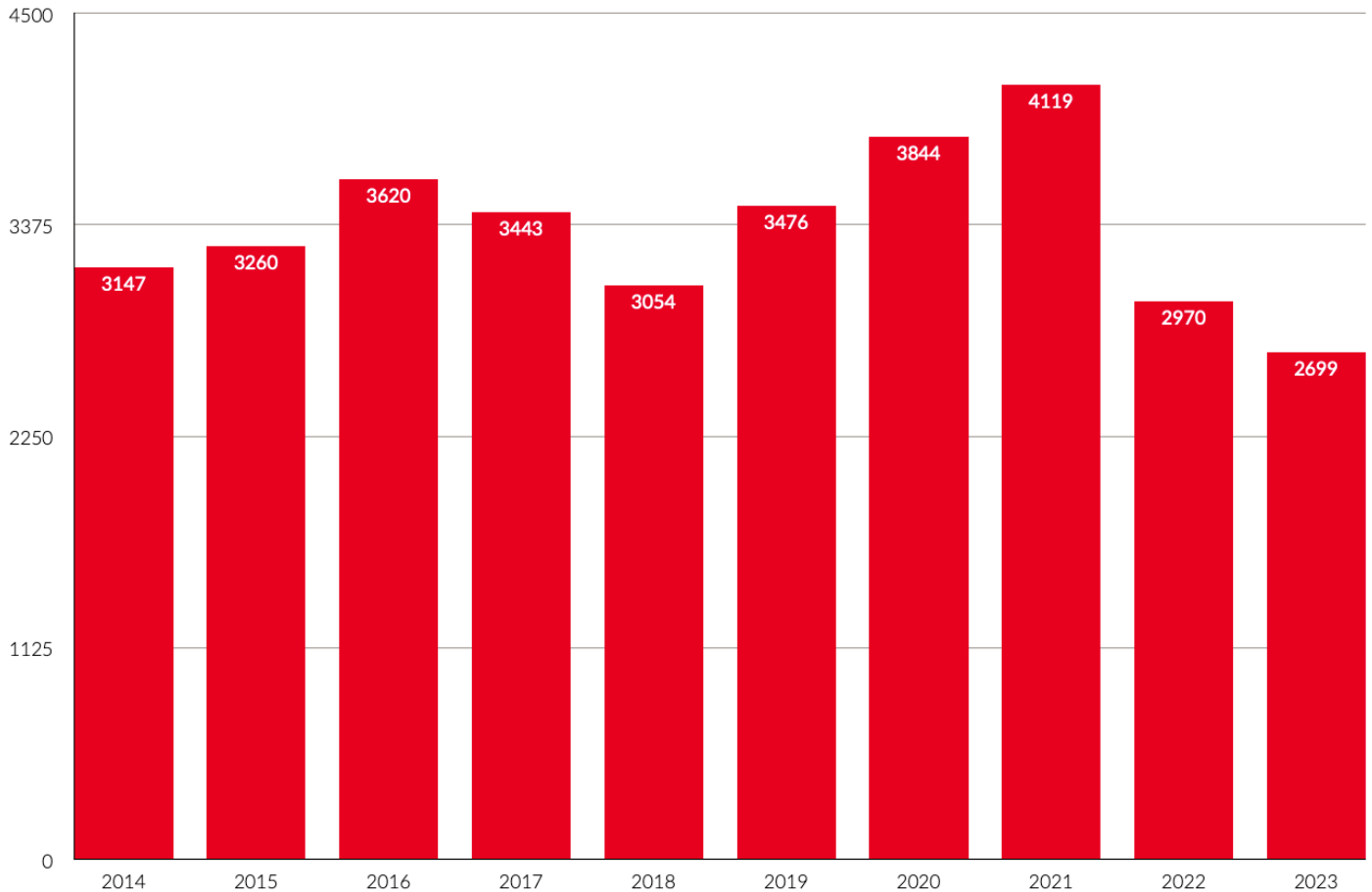


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
June 2024



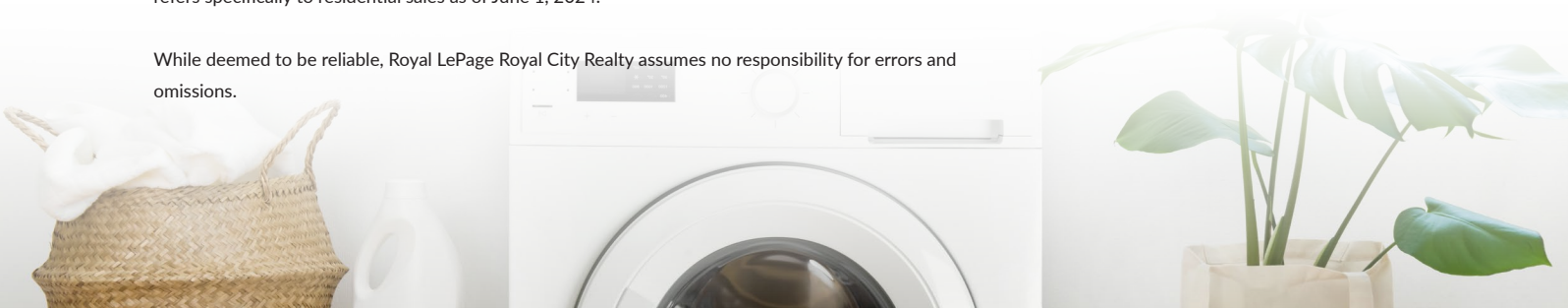
# 10 YEAR MARKET ANALYSIS



## Units Sold

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# OUR LOCATIONS



## ELORA

519-846-1365  
9 Mill Street E., Elora



## FERGUS

519-843-1365  
162 St. Andrew Street E., Fergus



## GUELPH

519-824-9050  
30 Edinburgh Road N., Guelph



## ROCKWOOD

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

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