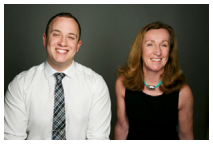
2022
APRIL
CITY OF GUELPH
Real Estate Market Report

ROYAL LEPAGE ROYAL CITY REALTY BROKERAGE



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The Dodd Team
OPENING DOORS FOR YOU

OVERVIEW

SELLER'S MARKET

The City of Guelph is seeing more balance creep into the real estate market, as days on market increase slightly again. However, there is still plenty of demand as average and median sales prices have continued to rise.

April year-over-year sales volume of $209,131,387

Down 11.31% from 2021's $235,806,575 with unit sales of 233 down 22.85% from last April's 302. New listings of 472 are up 20.72% from a year ago, with the sales/listing ratio of 49.36% down 27.87%.

Year-to-date sales volume of $884,340,393

Up 8.22% from 2021's $817,151,503 with unit sales of 954 down 11.01% from 2021's 1,072. New listings of 1,468 are up 8.26% from a year ago, with the sales/listing ratio of 64.99% down 14.07%.

Year-to-date average sale price of $956,985

Up from $744,210 one year ago with median sale price of $925,000 up from $705,950 one year ago. Average days-on-market of 12.5 is up 1.75 days from last year.

APRIL NUMBERS

Median Sale Price
$925,000
+31.03%

Sales Volume
$209,131,387
-11.31%

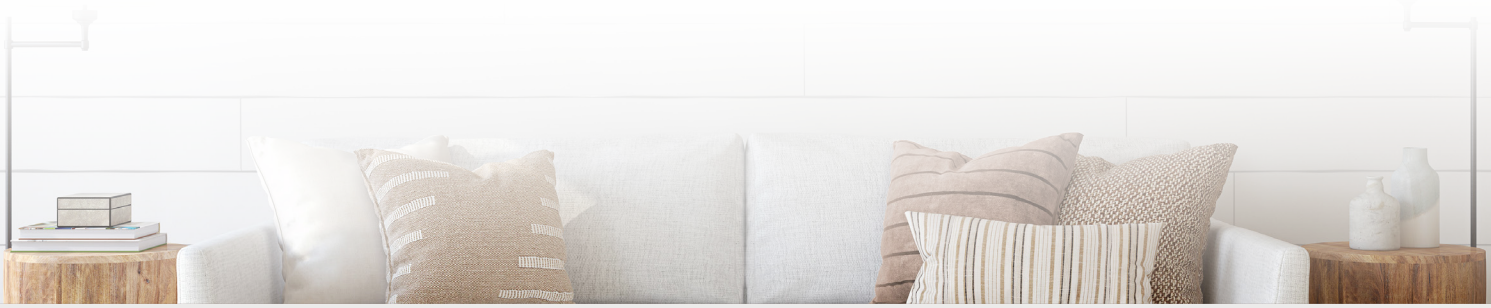
Unit Sales
233
-22.85%

New Listings
472
+20.72%

Expired Listings
11
+10%

Unit Sales/Listings Ratio
49.36%
-27.87%

Year-over-year comparison (April 2022 vs. April 2021)



Total sales include both residential and commercial sales.

THE MARKET IN **DETAIL**

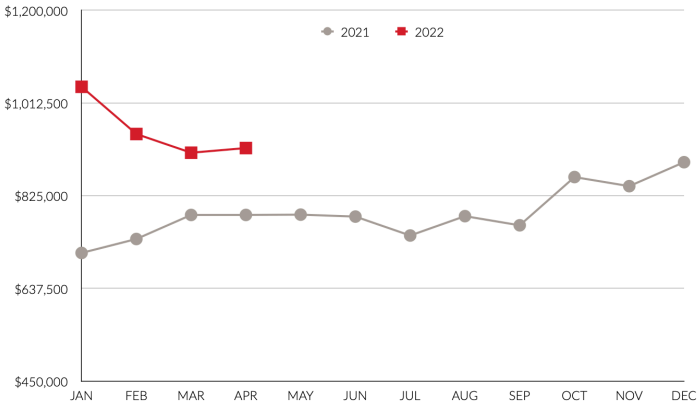
	2020	2021	2022	2021-2022
YTD Volume Sales	$391,026,351	$817,151,503	$884,340,393	+8.22%
YTD Unit Sales	664	1,072	954	-11.01%
YTD New Listings	946	1,356	1,468	+8.26%
YTD Sales/Listings Ratio	70.19%	79.06%	64.99%	-14.07%
YTD Expired Listings	51	25	54	+116%
April Volume Sales	$48,596,300	$235,816,757	$209,131,387	-11.31%
April Unit Sales	79	302	233	-22.85%
April New Listings	162	391	472	+20.72%
April Sales/Listings Ratio	48.77%	77.24%	49.36%	-27.87%
April Expired Listings	19	10	11	+10%
YTD Sales: $0-$199K	3	2	72	Up from 2
YTD Sales: $200K-$349K	35	11	3	-72.73%
YTD Sales: $350K-$549K	279	196	39	-80.1%
YTD Sales: $550K-$749K	256	435	152	-65.06%
YTD Sales: $750K-$999K	71	314	343	+9.24%
YTD Sales: $1M+	20	117	345	+194.9%
YTD Average Days-On-Market	20	10.75	12.5	+16.28%
YTD Average Sale Price	$581,089	$744,210	$956,985	+28.59%
YTD Median Sale Price	$555,500	$705,950	$925,000	+31.03%

City of Guelph MLS Sales and Listing Summary
2020 vs. 2021 vs. 2022

Total sales include both residential and commercial sales.

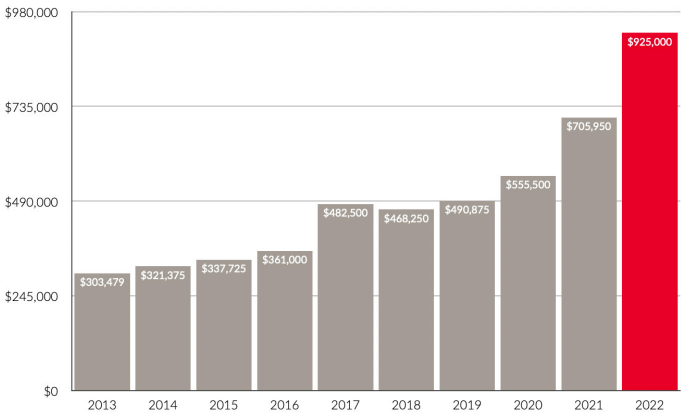
AVERAGE SALE PRICE

Year-Over-Year

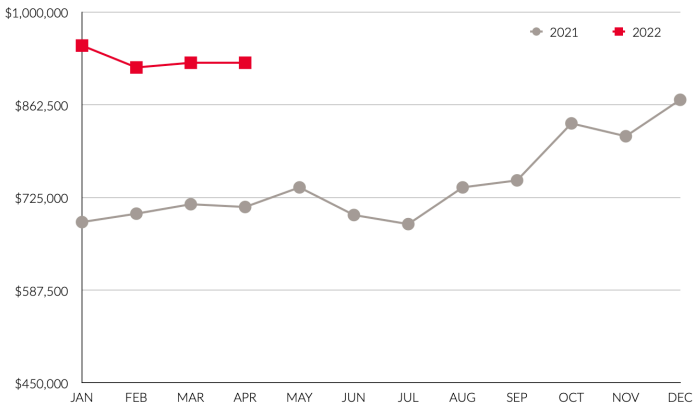


Month-Over-Month 2021 vs. 2022

MEDIAN SALE PRICE



Year-Over-Year

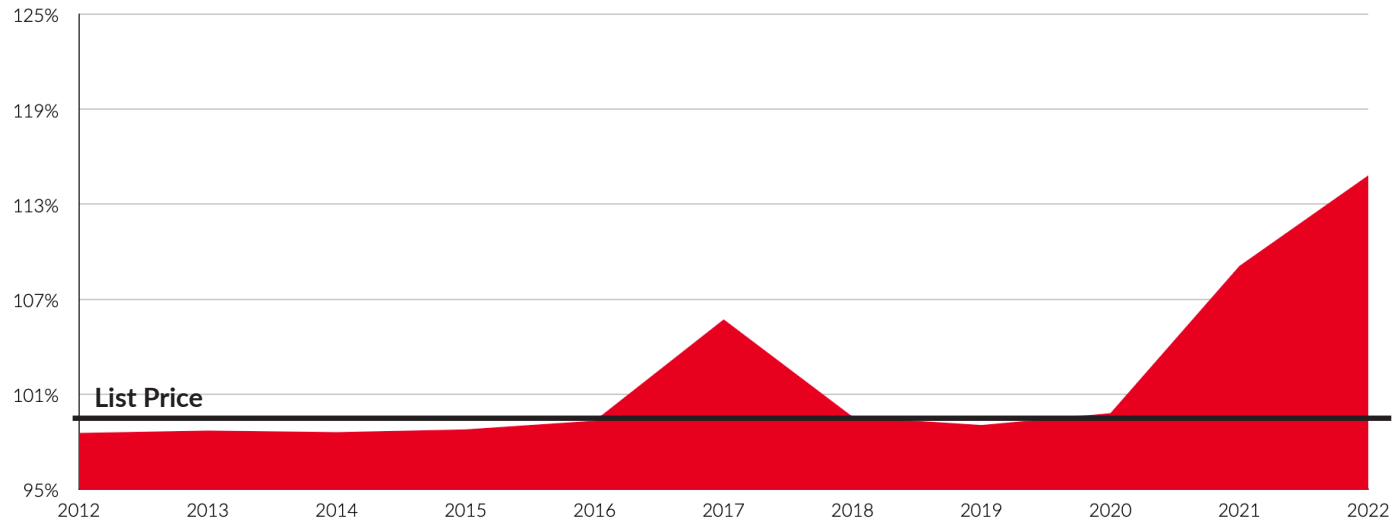


Month-Over-Month 2021 vs. 2022

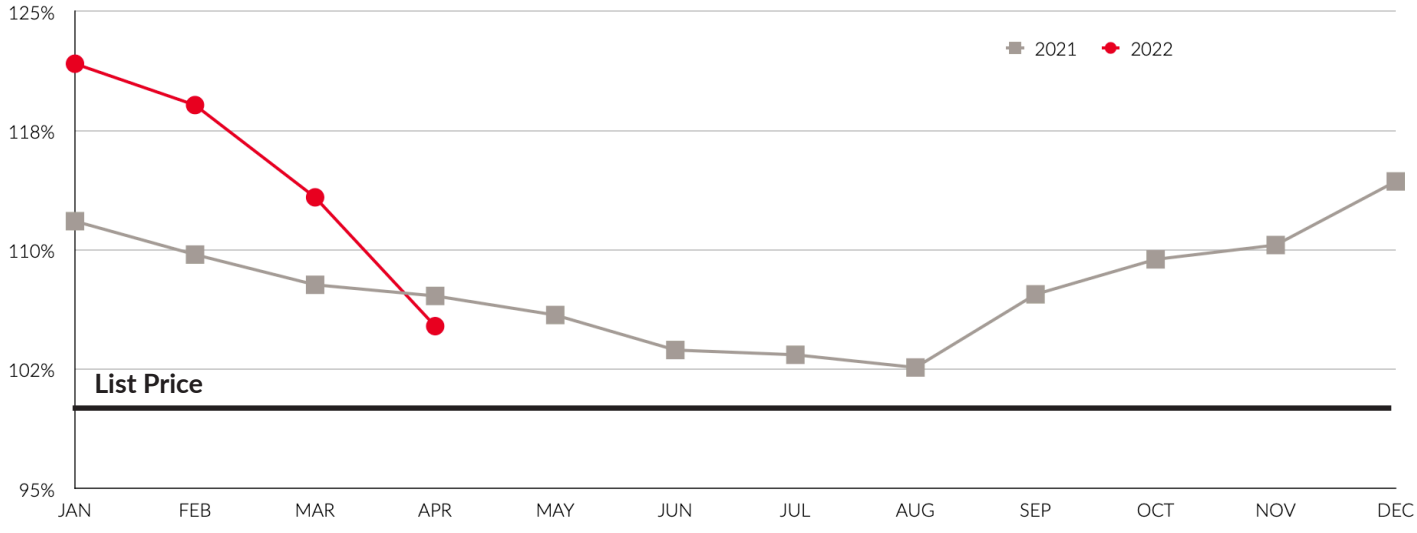
** Median sale price is based on residential sales (including freehold and condominiums).*

Total sales include both residential and commercial sales.

SALE PRICE VS. LIST PRICE RATIO



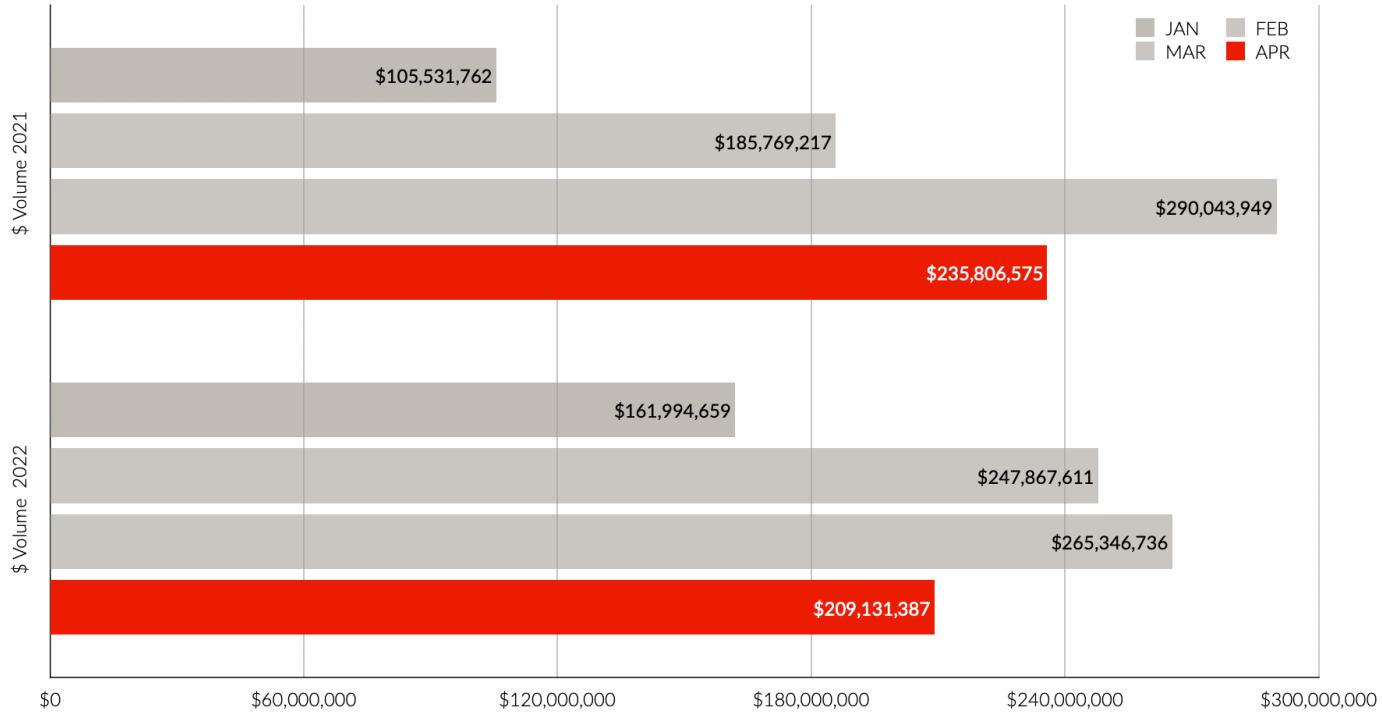
Year-Over-Year



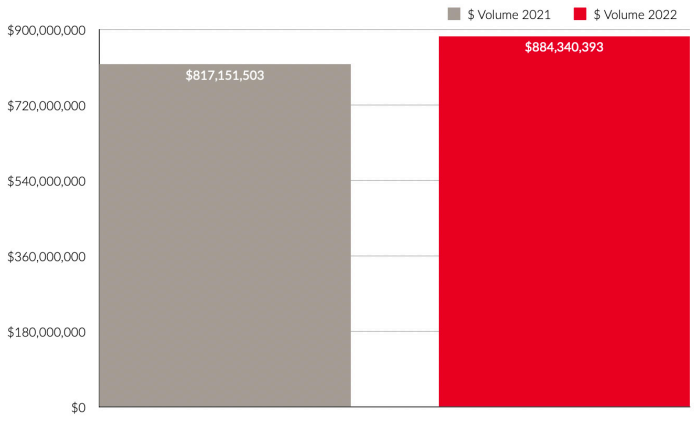
Month-Over-Month 2021 vs. 2022

Total sales include both residential and commercial sales.

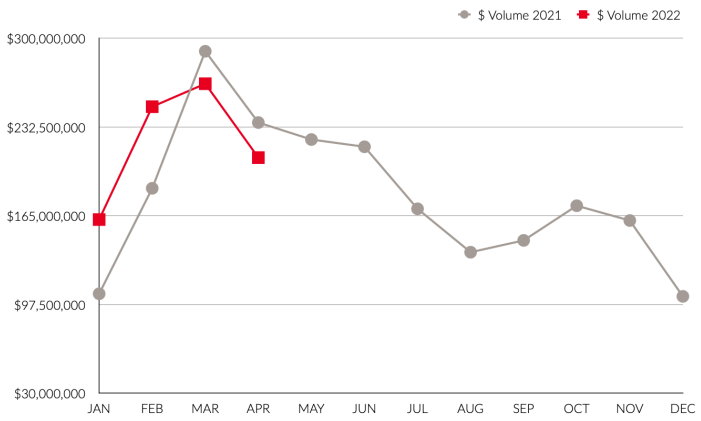
DOLLAR VOLUME SALES



Monthly Comparison 2021 vs. 2022



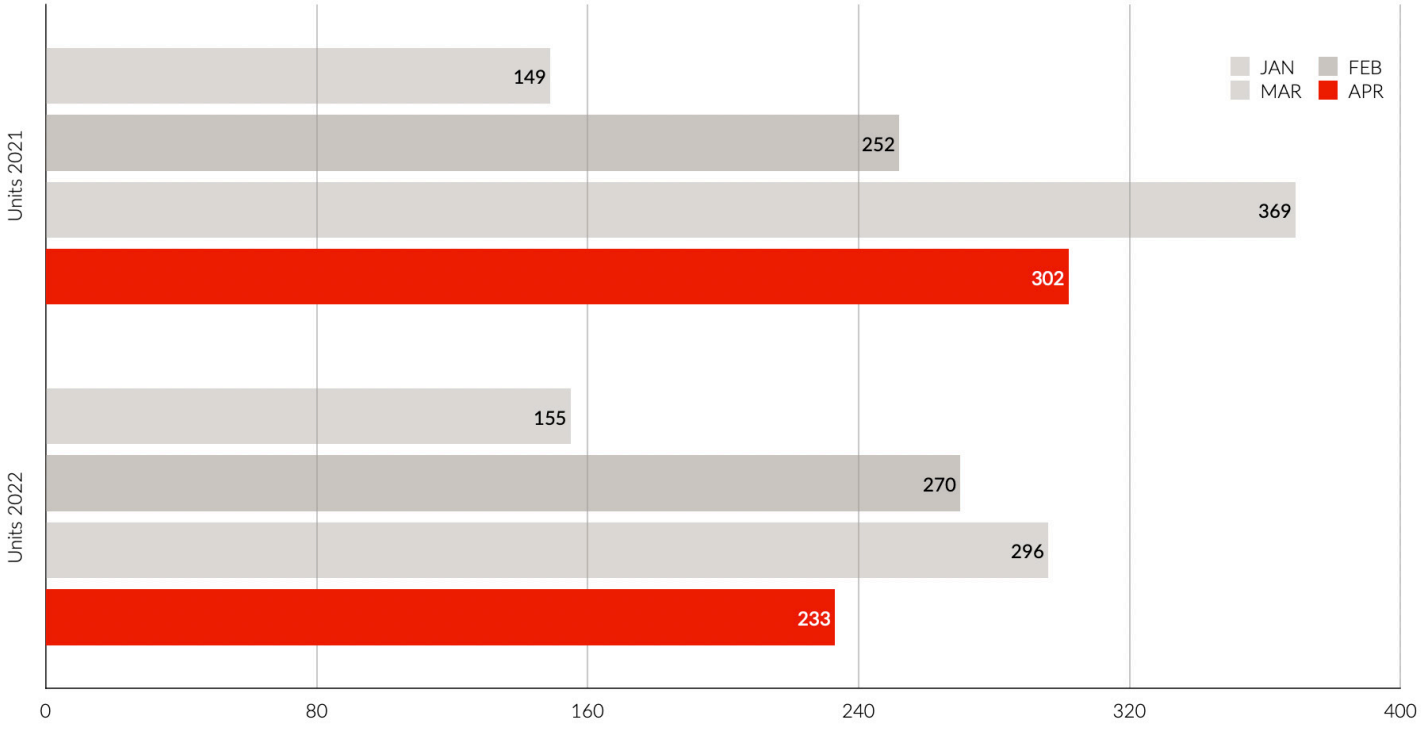
Yearly Totals 2021 vs. 2022



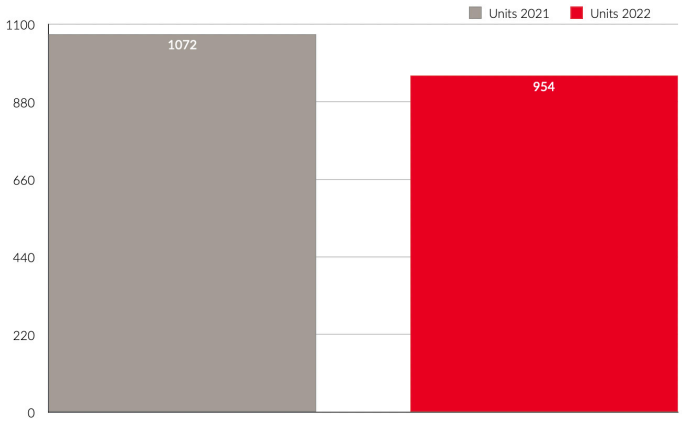
Month vs. Month 2021 vs. 2022

Total sales include both residential and commercial sales.

UNIT SALES



Monthly Comparison 2021 vs. 2022



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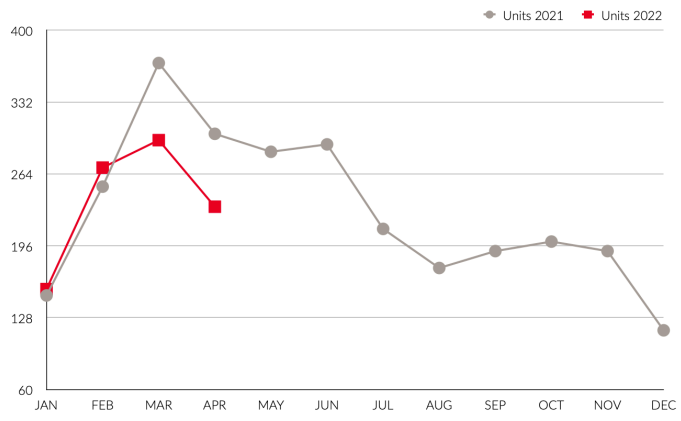


Month vs. Month 2021 vs. 2022

Total sales include both residential and commercial sales.

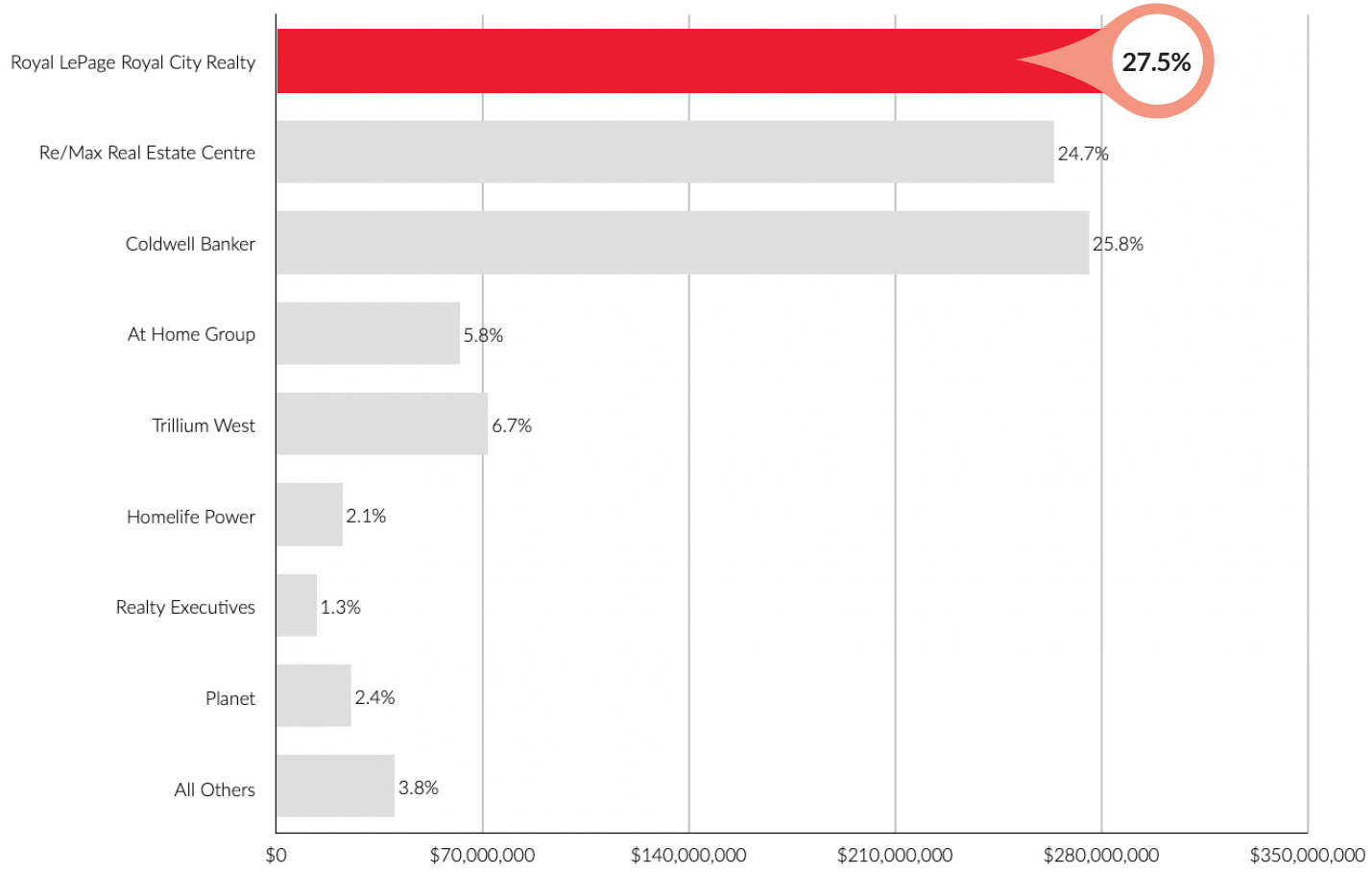
SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ $612,510,639 +11.87%	↓ $209,128,676 -1.57%	↓ $420,000 -89.9%
YTD Unit Sales	↓ 556 -14.98%	↓ 285 -24.6%	↓ 1 -83.3%
YTD Average Sale Price	↑ $1,101,638 +31.59%	↑ $733,785 +30.54%	↓ $420,000 -39.5%
April Sales Volume	↑ $163,529,398 +3.23%	↓ $36,709,989 -35.01%	↓ $0 Down From $1,370,000
April Unit Sales	↓ 147 -20.54%	↓ 54 -47.06%	↓ 0 Down From 2

Year-Over-Year Comparison (2022 vs. 2021)

Total sales include both residential and commercial sales.

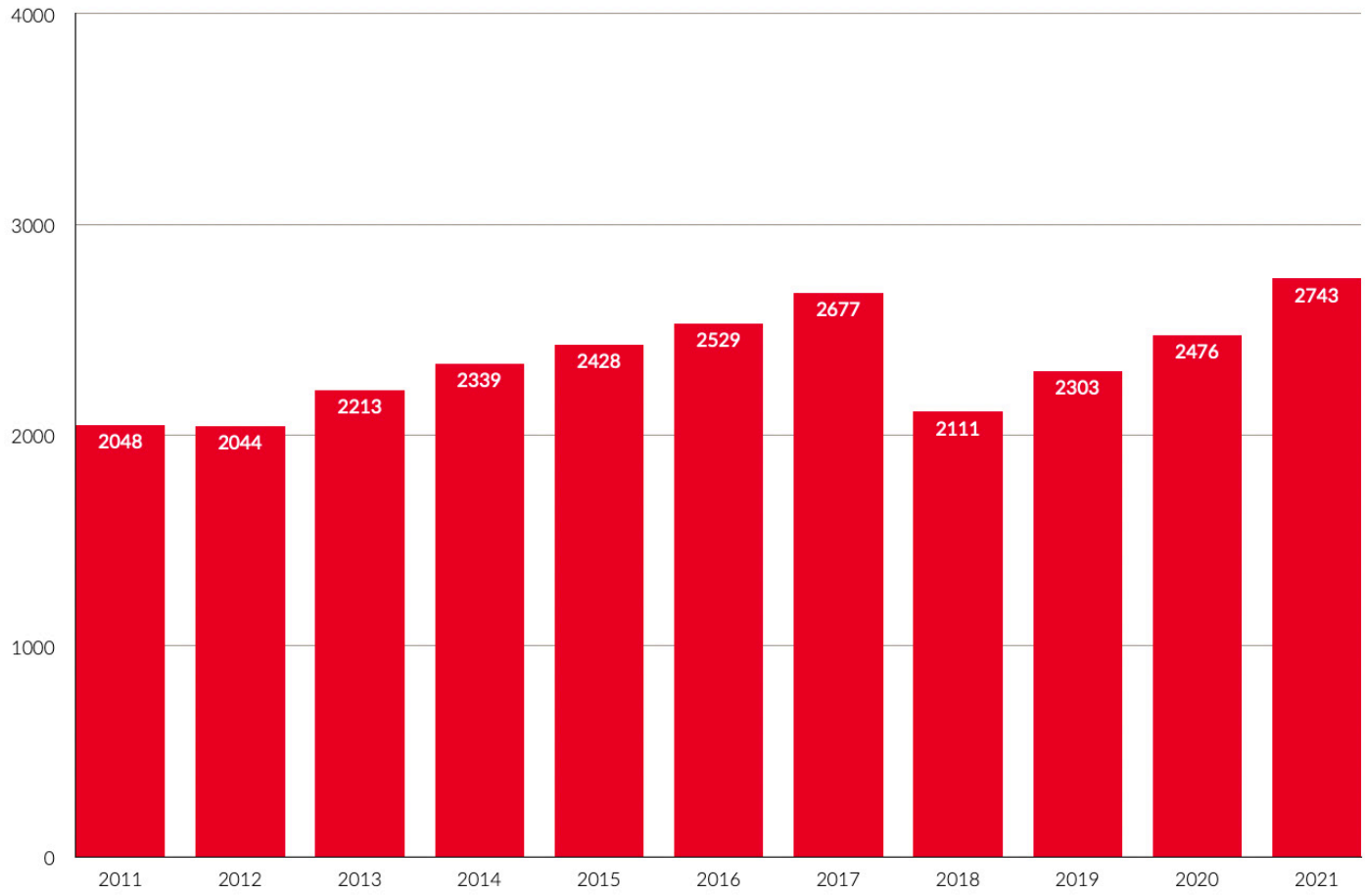
MARKET DOMINANCE



Market Share by Dollar Volume
Listing Selling Ends Combined for Guelph Based Companies
April 2022

Total sales include both residential and commercial sales.

10 YEAR MARKET ANALYSIS



Total sales include both residential and commercial sales.

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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