



# 2023 NOVEMBER

## CITY OF GUELPH

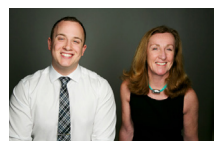
### Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

**The Dodd Team**  
— OPENING DOORS FOR YOU —

**Jeff Dodd & Cathy Dodd**  
Sales Representatives



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# OVERVIEW

## BALANCED MARKET

The City of Guelph real estate market remains balanced due to a drop in unit sales and sales volume, paired with an increase of inventory. Average and median sales prices remain higher than they were in November of 2022, showing the continued fortitude of this market.



### November year-over-year sales volume of \$75,229,746

Down 5.43% from 2022's \$79,550,744 with unit sales of 98 down 9.26% from last November's 108. New listings of 203 are up 18.02% from a year ago, with the sales/listing ratio of 48.28% down 14.51%.



### Year-to-date sales volume of \$1,262,112,663

Down 22.96% from 2022's \$1,638,310,185 with unit sales of 1,563 down 16.15% from 2022's 1,864. New listings of 2,652 are down 16.87% from a year ago, with the sales/listing ratio of 58.94% up 0.5%.



### Year-to-date average sale price of \$799,070

Down from \$856,414 one year ago with median sale price of \$765,000 down from \$795,000 one year ago. Average days-on-market of 20.18 is up 2.45 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$735,000**

+0.28%

Average Sale Price

**\$767,650**

+4.22%

Sales Volume

**\$75,229,746**

-5.43%

Unit Sales

**98**

-9.26%

New Listings

**203**

+18.02%

Expired Listings

**22**

+22.22%

Unit Sales/Listings Ratio

**48.28%**

-14.51%

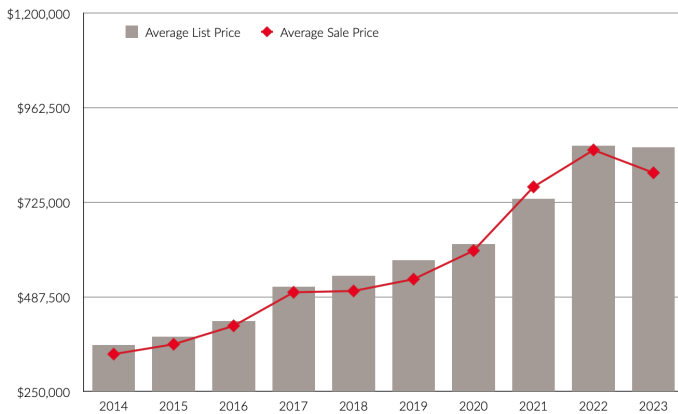
*Year-over-year comparison  
(November 2023 vs. November 2022)*

# THE MARKET IN DETAIL

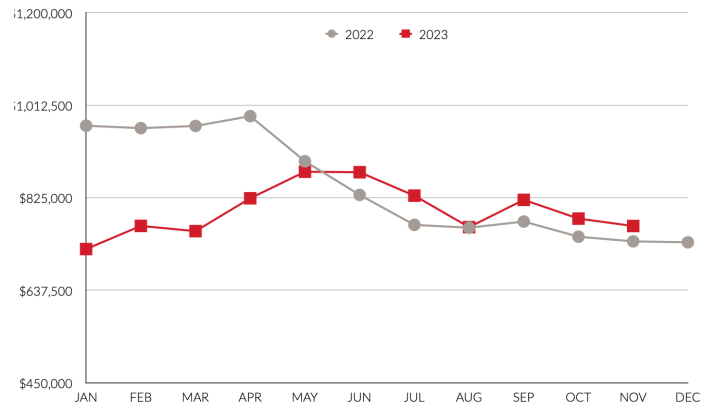
	2021	2022	2023	2022-2023
<b>YTD Volume Sales</b>	\$1,927,431,685	\$1,638,310,185	\$1,262,112,663	-22.96%
<b>YTD Unit Sales</b>	2,532	1,864	1,563	-16.15%
<b>YTD New Listings</b>	2,983	3,190	2,652	-16.87%
<b>YTD Sales/Listings Ratio</b>	84.88%	58.43%	58.94%	+0.5%
<b>YTD Expired Listings</b>	53	153	145	-5.23%
<b>Monthly Volume Sales</b>	\$154,850,701	\$79,550,744	\$75,229,746	-5.43%
<b>Monthly Unit Sales</b>	183	108	98	-9.26%
<b>Monthly New Listings</b>	172	172	203	+18.02%
<b>Monthly Sales/Listings Ratio</b>	106.40%	62.79%	48.28%	-14.51%
<b>Monthly Expired Listings</b>	5	18	22	+22.22%
<b>YTD Sales: \$0-\$199K</b>	1	0	1	Up From 0
<b>YTD Sales: \$200k-349K</b>	17	12	4	-66.67%
<b>YTD Sales: \$350K-\$549K</b>	452	173	234	+35.26%
<b>YTD Sales: \$550K-\$749K</b>	916	486	454	-6.58%
<b>YTD Sales: \$750K-\$999K</b>	812	709	595	-16.08%
<b>YTD Sales: \$1M+</b>	333	483	275	-43.06%
<b>YTD Average Days-On-Market</b>	10.55	17.73	20.18	+13.85%
<b>YTD Average Sale Price</b>	\$763,731	\$856,414	\$799,070	-6.7%
<b>YTD Median Sale Price</b>	\$715,452	\$795,000	\$765,000	-3.77%

City of Guelph MLS Sales and Listing Summary  
2021 vs. 2022 vs. 2023

# AVERAGE SALE PRICE

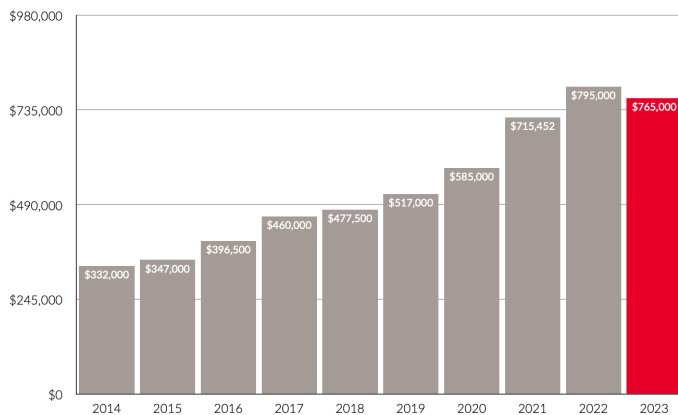


Year-Over-Year

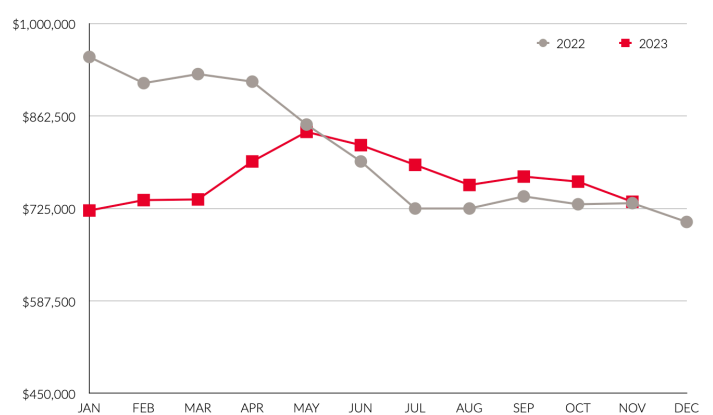


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



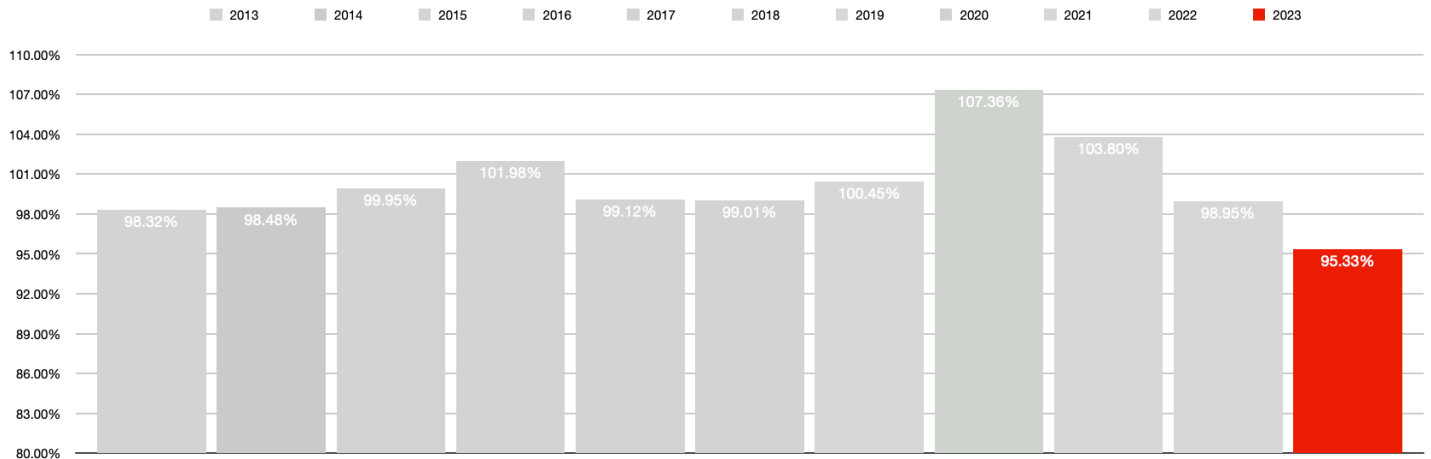
Year-Over-Year



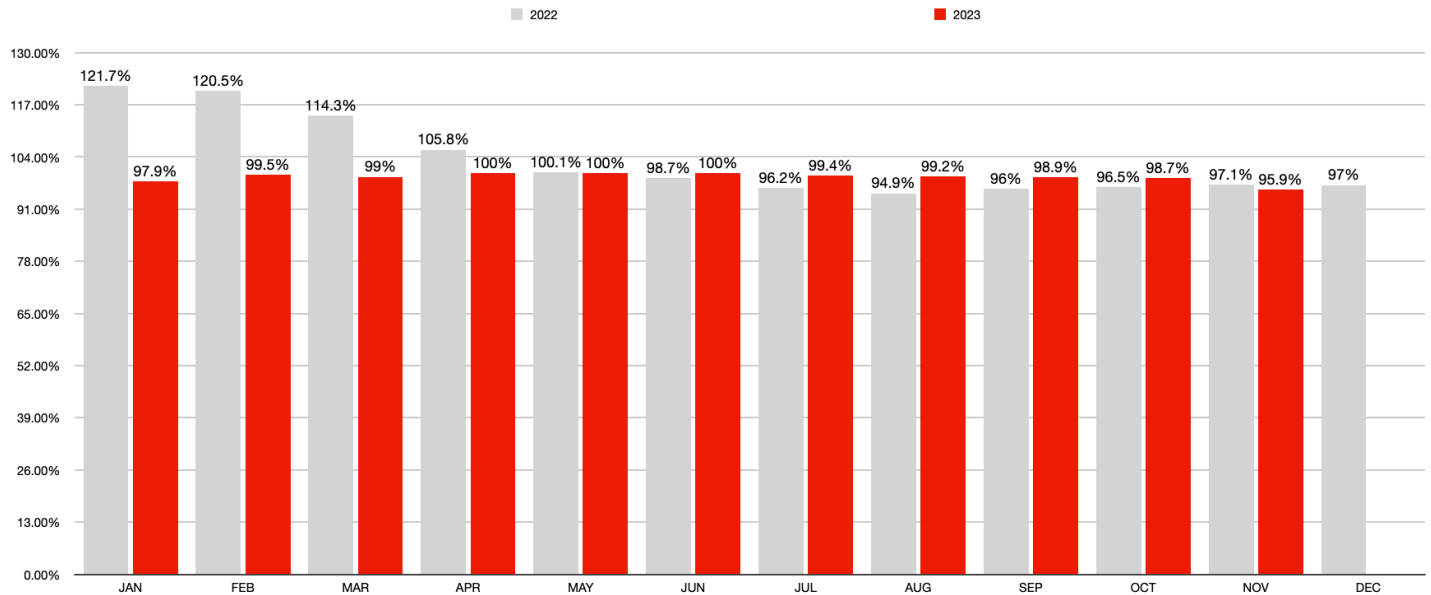
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

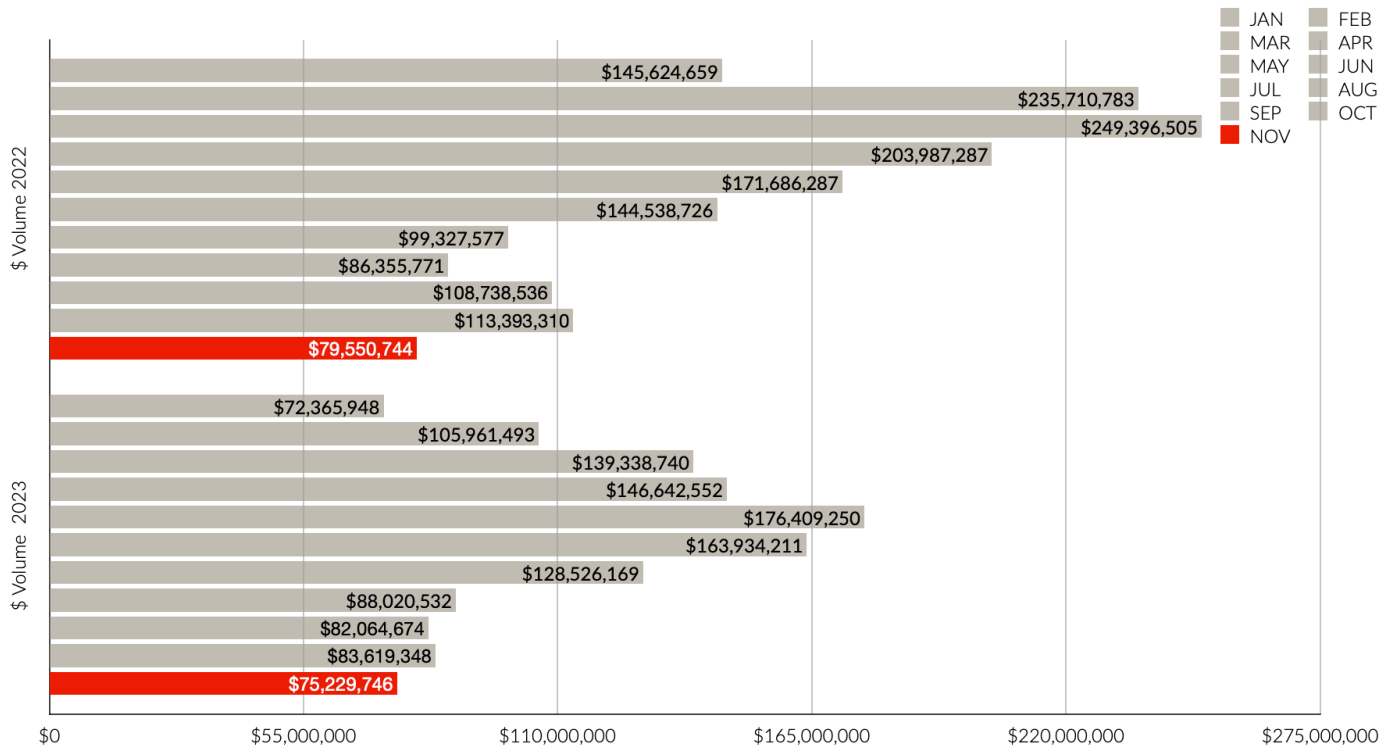


## Year-Over-Year

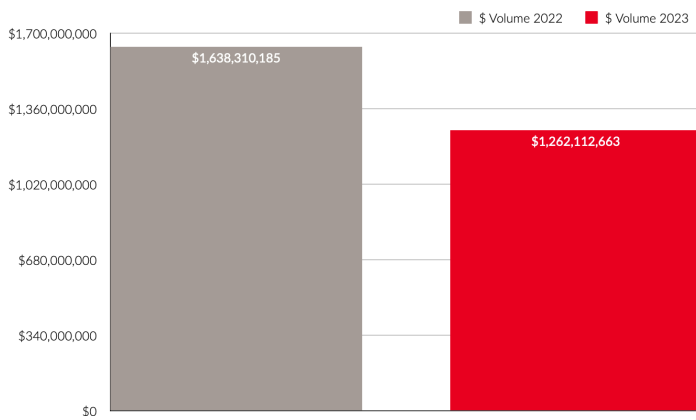


## Month-Over-Month 2022 vs. 2023

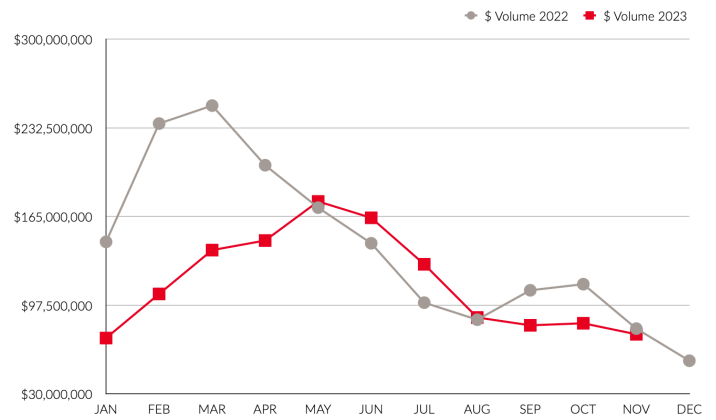
# DOLLAR VOLUME SALES



Monthly Comparison 2022 vs. 2023

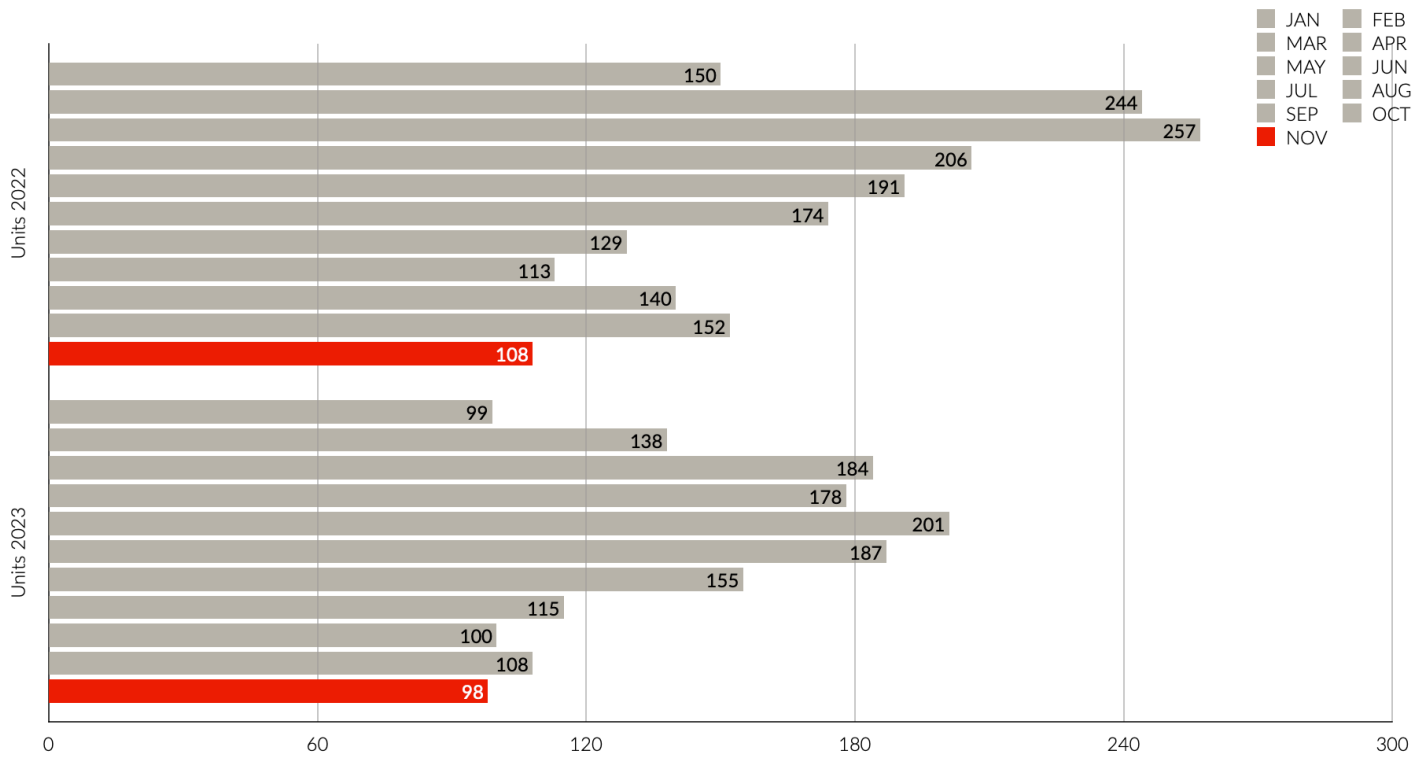


Yearly Totals 2022 vs. 2023

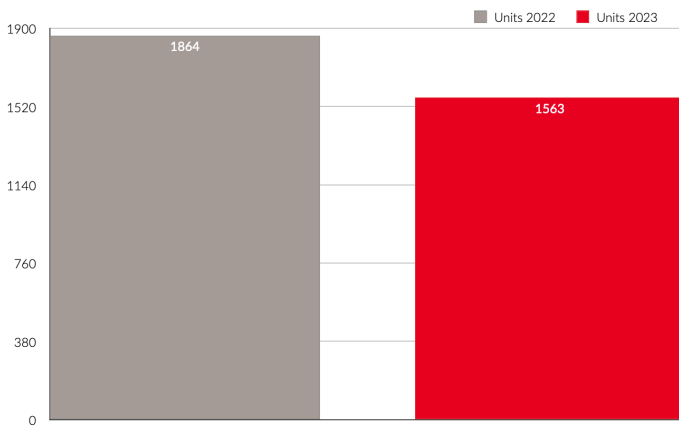


Month vs. Month 2022 vs. 2023

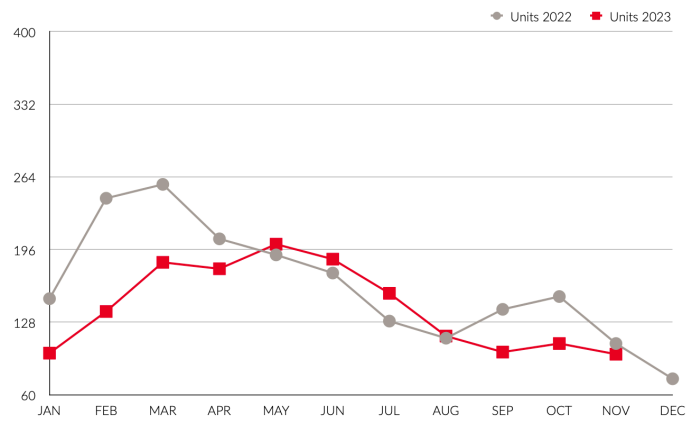
# UNIT SALES



Monthly Comparison 2022 vs. 2023



Yearly Totals 2022 vs. 2023



Month vs. Month 2022 vs. 2023



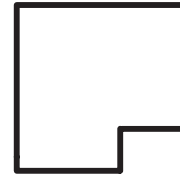
# SALES BY TYPE















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

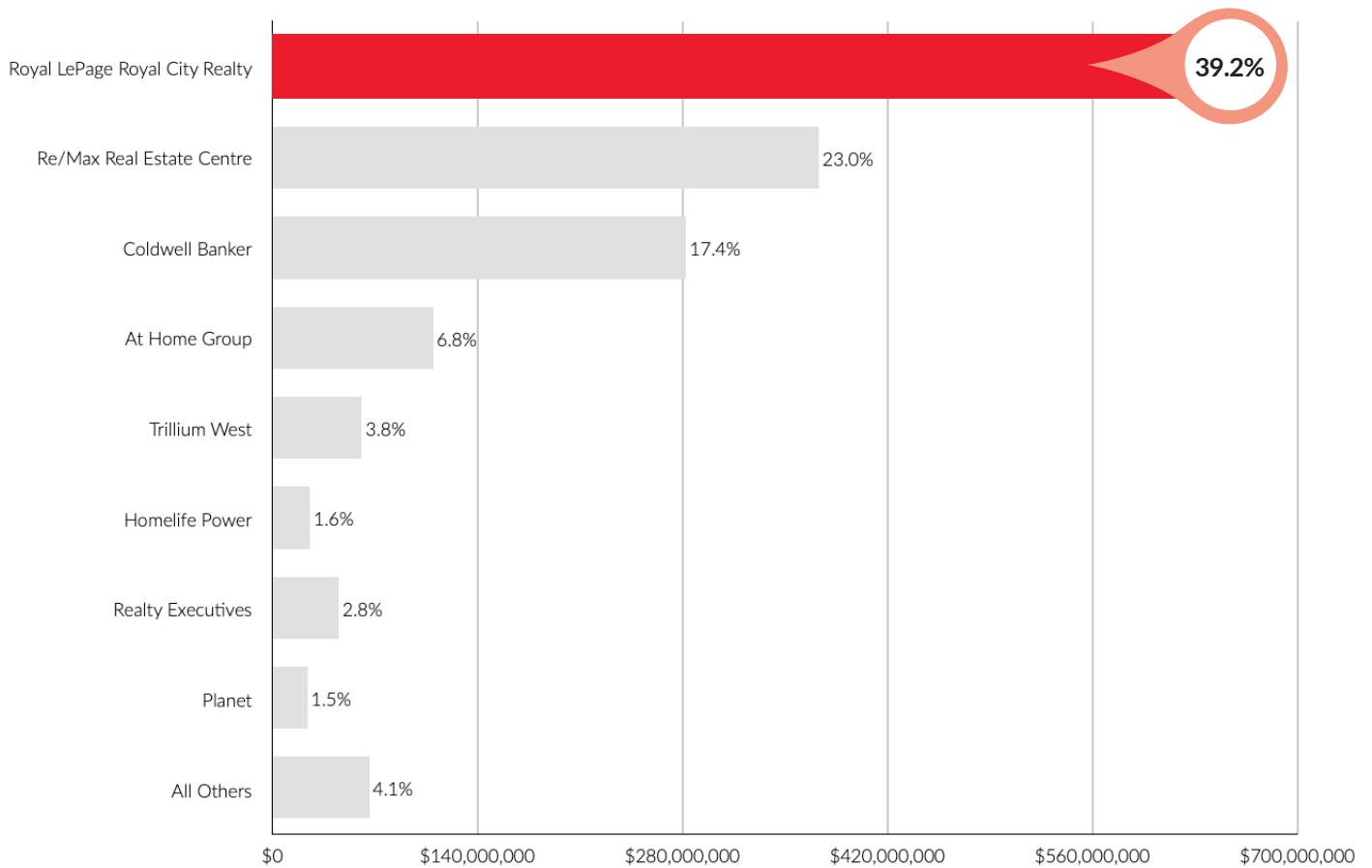
YTD Sales Volume	 \$900,788,724 -24.93%	 \$341,417,039 -17.2%	 \$9,056,000 +2,056.19%
YTD Unit Sales	 987 -18.43%	 553 -11.24%	 13 +1,200%
YTD Average Sale Price	 \$912,653 -7.96%	 \$617,391 -6.72%	 \$696,615.38 +65.86%
November Sales Volume	 \$51,484,571 -11.71%	 \$22,040,175 +6.63%	 \$1,200,000 Up from \$0



Year-Over-Year Comparison (2023 vs. 2022)



# MARKET DOMINANCE

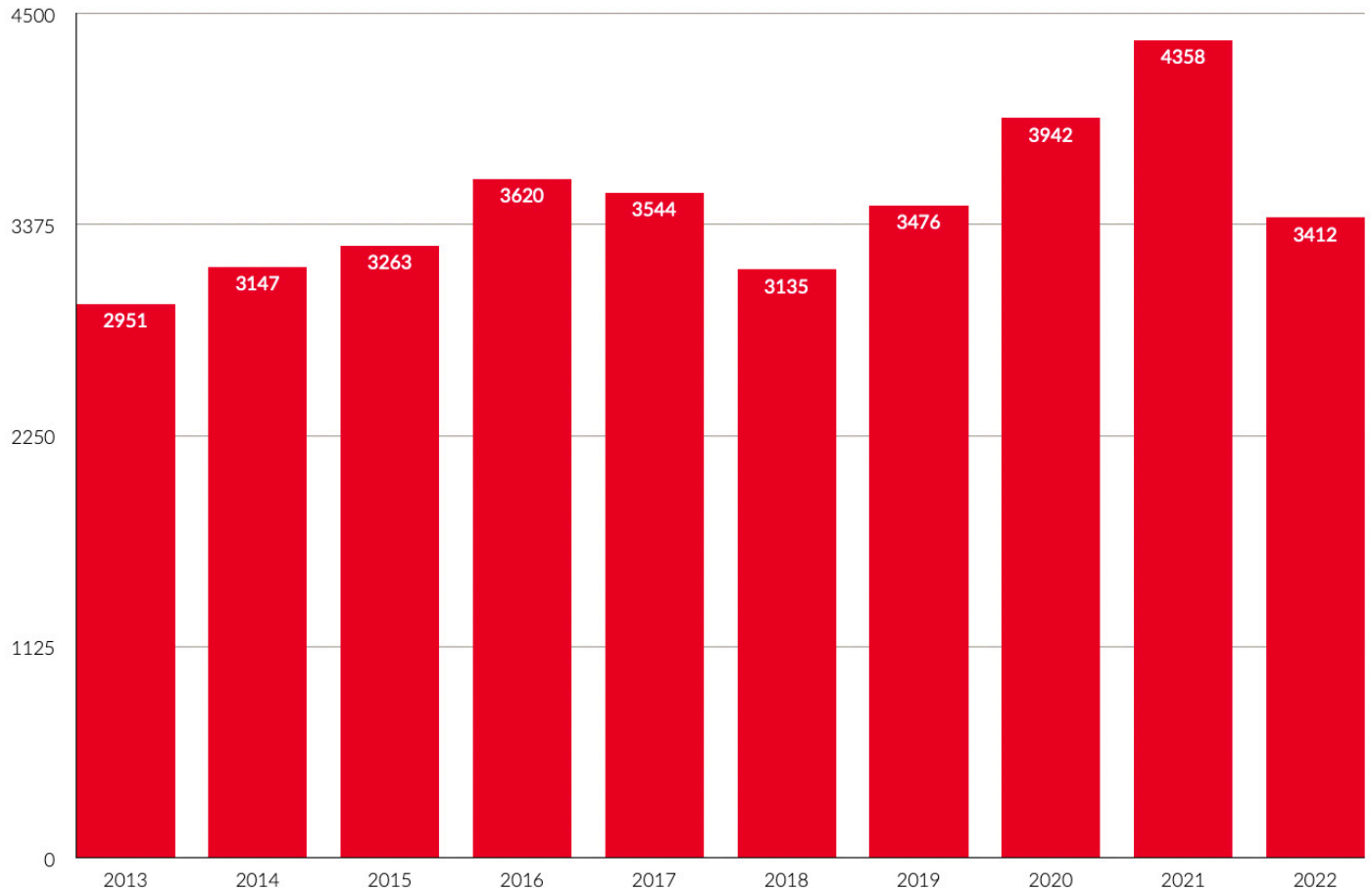


## Market Share by Dollar Volume

Listing Selling Ends Combined for Guelph Based Companies  
November 2023



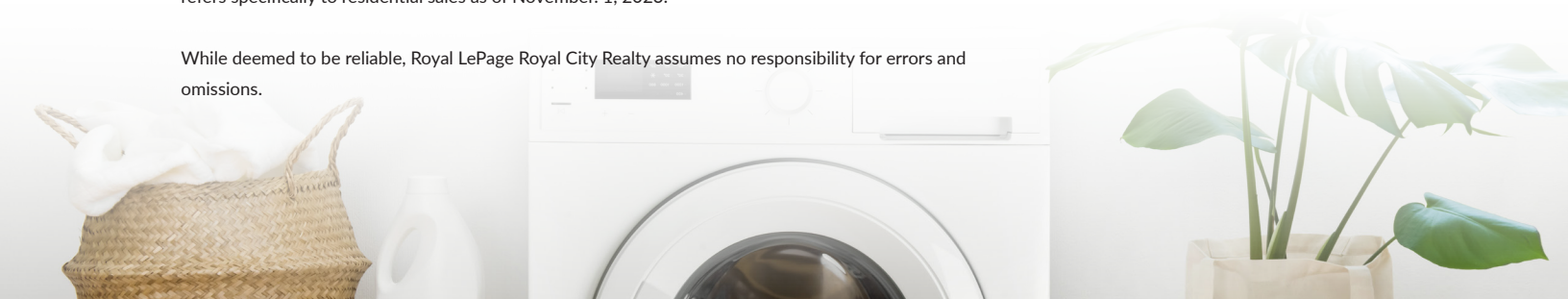
# 10 YEAR MARKET ANALYSIS



## Units Sold

NOTE: All MLS® sales data in this report comes from the Guelph Association Of REALTORS® and refers specifically to residential sales as of November. 1, 2023.

While deemed to be reliable, Royal LePage Royal City Realty assumes no responsibility for errors and omissions.



# 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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