

HOME GROUP  
— REALTY INC —  
BROKERAGE

# MARKET REPORT

JUNE  
2022

CHRISTIANNE CHILD  
THE RIGHT REALTOR® DOES MAKE A DIFFERENCE

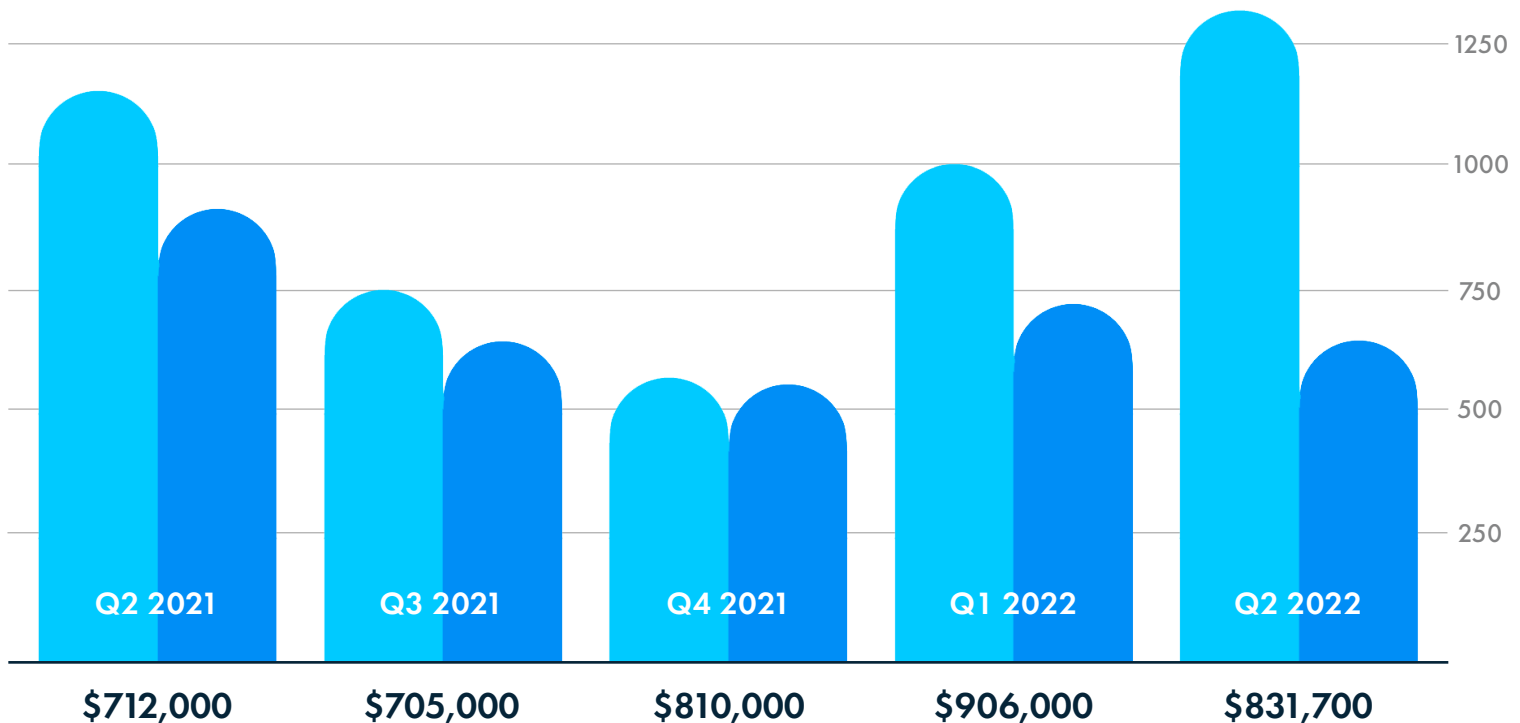


## A NEW MARKET

The second quarter of 2022 opened with the inklings of a market shift – continually rising interest rates, an influx of new listings to the market, and a pullback in terms of buyer competition – and finished in entirely different market conditions. While we shifted from a **Hot Seller’s Market** to a **Balanced Market** in only a matter of months, we’re still seeing prices up year-over-year in almost all segments of the market, particularly in the entry-level areas. Homes are still selling, of course, and the big change we’re seeing is the return of buyer choice. Homes are spending longer days on market: **Median Days on Market** was 8 in June 2021 and up to 17 in June 2022. Properties are not seeing the intense multiple offer scenarios of last year, and with that, we see a stabilization of **Sale to List Price Ratio** (99% in June 2022, down from a whopping 120.5% in January 2022). We’re also seeing the return of buyer conditions, including home inspection, financing, and in particular, sale of property.

### New Listings & Homes Sold WITH MEDIAN SALE PRICE QUARTERLY COMPARISON – CITY OF GUELPH

- NEW LISTINGS
- HOME SALES



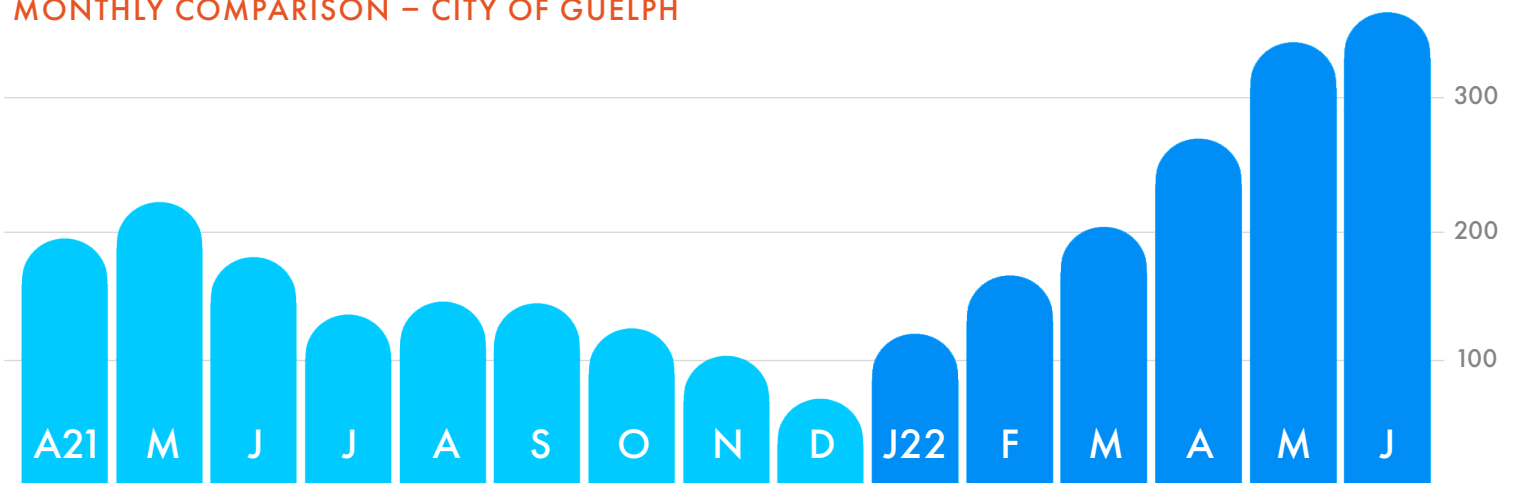
While these changes seem fast – too fast for some, particularly for those in the middle of their buying and selling journey – we’re actually seeing the shifts we had called for just months ago. Indeed, we are heading in the direction of a healthier market, despite the system shock.

One of those called-for conditions was a growing home inventory. While a few weeks on the market, a smattering of showings, and a conditional offer may pale in comparison after watching your neighbour’s home fly off the shelf for a record price just months ago, taking a step back reminds us that these market conditions were normal just a few years ago. **Months Inventory** (*the amount of time it would take to sell out of the entire home inventory stock, if no new listings came to the market*) has been sitting at or below 1 month since spring of 2020 – a volatile measure that has fueled unimaginable price increases. The influx of listings this spring paired with the relative decline in buyers scooping them up has allowed inventory to begin to build; already, we sit at 2 months inventory, the same level we were at in 2019 before the pandemic tipped the market over the edge.

There’s plenty of shocking headlines out there, and we remind our clients that the market conditions we are heading into are actually healthy, normal levels – the ones we’re leaving behind are not, they’re just something we got used to. There will certainly be opportunities for buyers in this market, and sellers will find success too – working with an experienced, connected REALTOR® will be the key to unlocking these opportunities. And after all, real estate is a long-term investment; build a relationship with a REALTOR® who is in it for the long haul with you, and don’t be swayed by short-term trends.

## Number of Active Listings

MONTHLY COMPARISON – CITY OF GUELPH



APRIL 2021 – JUNE 2022

ALL GUELPH HOMES

MARKET STATISTICS AND ANALYSIS COMPILED BY HOME GROUP REALTY

Based on sales data from Ontario Regional Technology and Information Services MLS® for all residential properties in the City of Guelph, from April 1st, 2021 to June 30th, 2022. Data not independently verified. For information purposes only. Compiled July 2022.

[homegrouprealty.ca](http://homegrouprealty.ca)

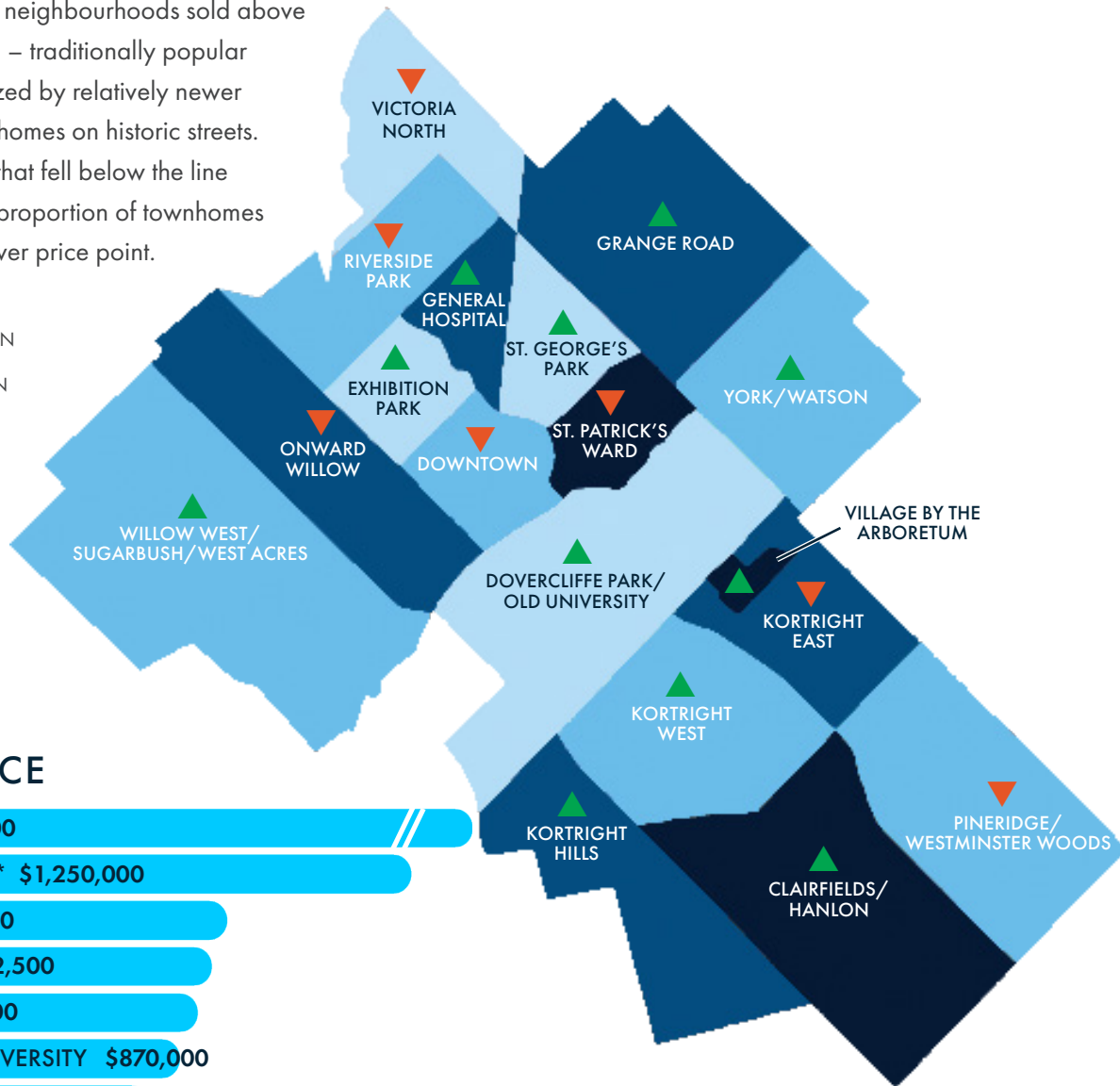
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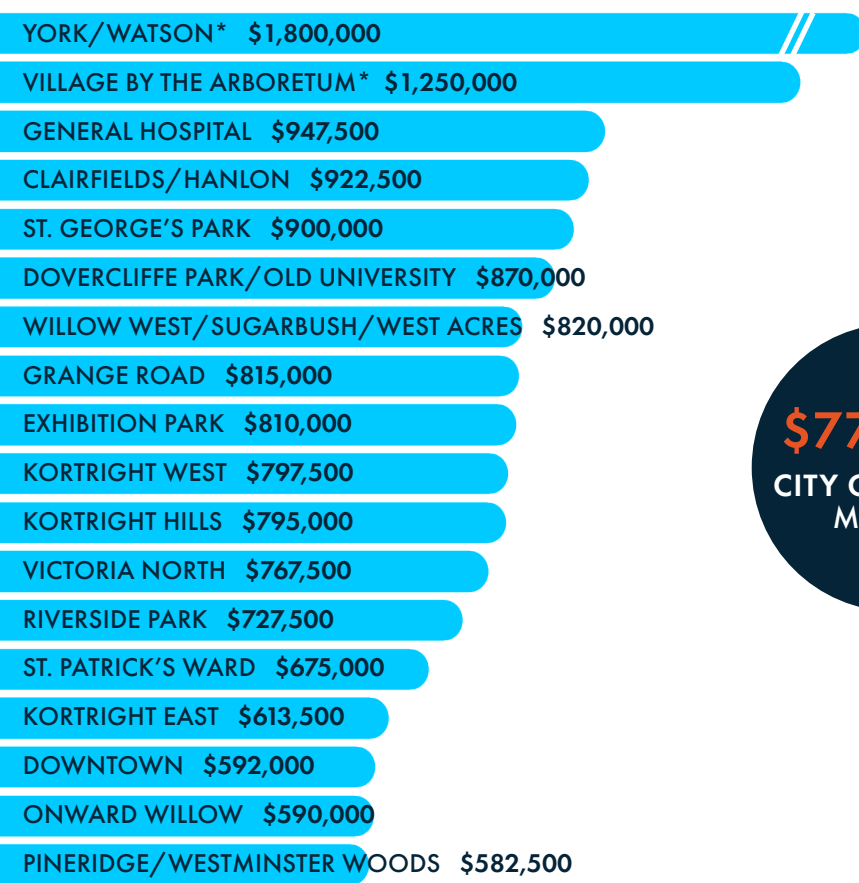
## GUELPH NEIGHBOURHOODS

In the month of June, eleven neighbourhoods sold above the City's median sale price – traditionally popular neighbourhoods characterized by relatively newer detached as well as stately homes on historic streets. The seven neighbourhoods that fell below the line generally feature a greater proportion of townhomes and condos, reflecting a lower price point.

- ▲ HIGHER THAN CITY MEDIAN
- ▼ LOWER THAN CITY MEDIAN



### MEDIAN SALE PRICE



**\$775,500**  
CITY OF GUELPH  
MEDIAN

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**NOTE:** YORK/WATSON and VILLAGE BY THE ARBORETUM neighbourhoods each reported 1 home sale. Statistics based on a significantly low number of properties may not be accurately representative of market trends.

# MARKET REPORT

## GUELPH HOMES

# JUNE 2022

MEDIAN  
Sale Price

AVERAGE SALE  
Price per Sqft

NUMBER OF  
Listings

NUMBER OF  
Sales

### ALL HOMES

17 DAYS ON MARKET

**\$775,500**

▲ 11.8% ▼ 7.1%  
vs. JUNE 2021 vs. MAY 2022

**\$444**

▼ 0.4% ▼ 9.6%  
vs. JUNE 2021 vs. MAY 2022

**420**

▲ 18.0% ▼ 4.5%  
vs. JUNE 2021 vs. MAY 2022

**208**

▼ 30.4% ▲ 1.0%  
vs. JUNE 2021 vs. MAY 2022

### DETACHED HOMES

17 DAYS ON MARKET

**\$869,000**

▲ 8.6% ▼ 7.6%  
vs. JUNE 2021 vs. MAY 2022

**\$517**

▲ 4.4% ▼ 1.3%  
vs. JUNE 2021 vs. MAY 2022

**221**

▲ 18.8% ▼ 2.6%  
vs. JUNE 2021 vs. MAY 2022

**104**

▼ 26.8% ▼ 16.1%  
vs. JUNE 2021 vs. MAY 2022

### SEMI-DETACHED & TOWNHOMES

18 DAYS ON MARKET

**\$692,500**

▲ 8.0% ▲ 3.6%  
vs. JUNE 2021 vs. MAY 2022

**\$336**

▼ 16.8% ▼ 18.0%  
vs. JUNE 2021 vs. MAY 2022

**112**

▲ 12.0% ▼ 14.5%  
vs. JUNE 2021 vs. MAY 2022

**61**

▼ 37.1% ▲ 10.9%  
vs. JUNE 2021 vs. MAY 2022

### CONDO APARTMENTS

20 DAYS ON MARKET

**\$560,000**

▲ 16.7% ▲ 3.1%  
vs. JUNE 2021 vs. MAY 2022

**\$419**

▲ 5.8% ▼ 21.2%  
vs. JUNE 2021 vs. MAY 2022

**87**

▲ 29.9% ▲ 8.8%  
vs. JUNE 2021 vs. MAY 2022

**42**

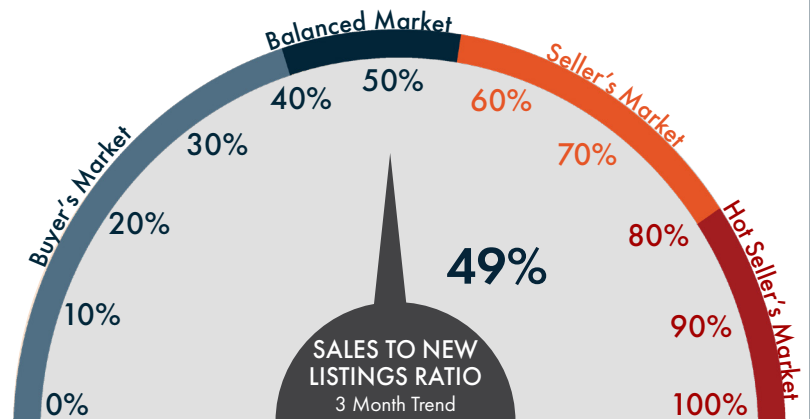
▼ 28.8% ▲ 55.6%  
vs. JUNE 2021 vs. MAY 2022

### CURRENT MARKET CONDITIONS

## Balanced Market

Relatively equal supply and demand signify the return of conditional offers and stabilizing home values.

ALL HOMES	49%
DETACHED	52%
SEMIS & TOWNS	46%
CONDOS	47%



MARKET STATISTICS AND ANALYSIS COMPILED BY HOME GROUP REALTY

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# MARKET REPORT

## LOCAL TOWNSHIPS

# ROLLING 3 MONTHS

Due to the comparatively low activity levels in our local townships, we report these stats using **ROLLING 3 MONTHS** as opposed to individual months, to provide a more accurate picture of market trends. The following chart compares a **ROLLING 3 MONTH** look at **JUNE 2022** (April through June 2022), compared to the same time period last year **JUNE 2021** (April through June 2021) and the previous time period **MAY 2022** (March through May 2022).

	MEDIAN Sale Price	AVERAGE SALE Price per Sqft	NUMBER OF Listings	NUMBER OF Sales
<b>CENTRE WELLINGTON</b> 9 DAYS ON MARKET	<b>\$970,000</b> ▲ 26.8% vs. JUNE 2021 ▼ 1.0% vs. MAY 2022	<b>\$527</b> ▲ 16.9% vs. JUNE 2021 ▼ 1.3% vs. MAY 2022	<b>277</b> ▲ 21.5% vs. JUNE 2021 ▼ 5.8% vs. MAY 2022	<b>148</b> ▼ 22.5% vs. JUNE 2021 ▼ 19.1% vs. MAY 2022
<b>GUELPH/ERAMOSA</b> 15 DAYS ON MARKET	<b>\$1,107,000</b> ▼ 1.2% vs. JUNE 2021 ▼ 2.7% vs. MAY 2022	<b>\$566</b> ▲ 2.7% vs. JUNE 2021 ▲ 0.2% vs. MAY 2022	<b>90</b> ▲ 7.1% vs. JUNE 2021 ▼ 6.3% vs. MAY 2022	<b>39</b> ▼ 33.9% vs. JUNE 2021 ▼ 22.0% vs. MAY 2022
<b>PUSLINCH</b> 11 DAYS ON MARKET	<b>\$1,360,000</b> ▲ 9.5% vs. JUNE 2021 ▶ 0% vs. MAY 2022	<b>\$624</b> ▲ 33.9% vs. JUNE 2021 ▼ 4.7% vs. MAY 2022	<b>81</b> ▲ 11.0% vs. JUNE 2021 ▲ 17.4% vs. MAY 2022	<b>27</b> ▼ 48.1% vs. JUNE 2021 ▼ 12.9% vs. MAY 2022

NOTE: Statistics based a significantly low number of properties may not be accurately representative of market trends.

### CURRENT MARKET CONDITIONS

## Sales to New Listing Ratio

This ratio – *number of sales divided by number of new listings* – over a 3 month period is a great indicator of how balanced a market is. A **balanced market** has a ratio between 40% and 55%.



MARKET STATISTICS AND ANALYSIS COMPILED BY HOME GROUP REALTY

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# MARKET REPORT

## KITCHENER HOMES

# JUNE 2022

MEDIAN  
Sale Price

AVERAGE SALE  
Price per Sqft

NUMBER OF  
Listings

NUMBER OF  
Sales

### ALL HOMES

14 DAYS ON MARKET

**\$700,000**

▲ 3.7% vs. JUNE 2021  
▼ 6.5% vs. MAY 2022

**\$394**

▲ 4.8% vs. JUNE 2021  
▼ 2.2% vs. MAY 2022

**933**

▲ 47.2% vs. JUNE 2021  
▼ 8.1% vs. MAY 2022

**446**

▼ 16.0% vs. JUNE 2021  
▼ 5.9% vs. MAY 2022

### DETACHED HOMES

13 DAYS ON MARKET

**\$802,750**

▲ 5.6% vs. JUNE 2021  
▼ 7.2% vs. MAY 2022

**\$419**

▲ 5.3% vs. JUNE 2021  
▲ 2.2% vs. MAY 2022

**575**

▲ 80.3% vs. JUNE 2021  
▼ 2.7% vs. MAY 2022

**238**

▼ 11.5% vs. JUNE 2021  
▼ 7.8% vs. MAY 2022

### SEMI-DETACHED & TOWNHOMES

15 DAYS ON MARKET

**\$650,000**

▲ 4.7% vs. JUNE 2021  
▼ 2.7% vs. MAY 2022

**\$362**

▼ 4.0% vs. JUNE 2021  
▼ 1.4% vs. MAY 2022

**235**

▲ 26.3% vs. JUNE 2021  
▼ 18.7% vs. MAY 2022

**135**

▼ 16.1% vs. JUNE 2021  
▼ 5.6% vs. MAY 2022

### CONDO APARTMENTS

16 DAYS ON MARKET

**\$430,000**

▲ 7.2% vs. JUNE 2021  
▼ 9.8% vs. MAY 2022

**\$354**

▲ 11.7% vs. JUNE 2021  
▼ 22.5% vs. MAY 2022

**120**

▼ 5.5% vs. JUNE 2021  
▼ 9.1% vs. MAY 2022

**71**

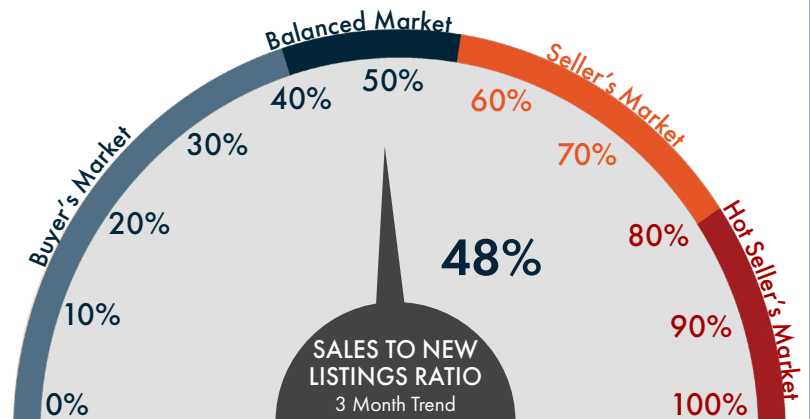
▼ 27.6% vs. JUNE 2021  
▼ 2.7% vs. MAY 2022

### CURRENT MARKET CONDITIONS

## Balanced Market

Relatively equal supply and demand signify the return of conditional offers and stabilizing home values.

ALL HOMES	48%
DETACHED	45%
SEMIS & TOWNS	51%
CONDOS	59%



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# MARKET REPORT

## WATERLOO HOMES

# JUNE 2022

MEDIAN  
Sale Price

AVERAGE SALE  
Price per Sqft

NUMBER OF  
Listings

NUMBER OF  
Sales

### ALL HOMES

15 DAYS ON MARKET

**\$685,000**

▲ 3.5% vs. JUNE 2021  
▼ 12.2% vs. MAY 2022

**\$377**

▼ 1.8% vs. JUNE 2021  
▼ 15.5% vs. MAY 2022

**400**

▲ 30.7% vs. JUNE 2021  
▼ 1.7% vs. MAY 2022

**184**

▼ 24.3% vs. JUNE 2021  
▼ 10.7% vs. MAY 2022

### DETACHED HOMES

12 DAYS ON MARKET

**\$870,000**

▲ 2.4% vs. JUNE 2021  
▼ 10.2% vs. MAY 2022

**\$356**

▼ 16.6% vs. JUNE 2021  
▼ 20.2% vs. MAY 2022

**202**

▲ 31.2% vs. JUNE 2021  
▼ 8.6% vs. MAY 2022

**95**

▼ 15.9% vs. JUNE 2021  
▼ 17.4% vs. MAY 2022

### SEMI-DETACHED & TOWNHOMES

16 DAYS ON MARKET

**\$622,000**

▲ 7.3% vs. JUNE 2021  
▼ 3.9% vs. MAY 2022

**\$347**

▼ 2.0% vs. JUNE 2021  
▼ 3.3% vs. MAY 2022

**85**

▲ 4.9% vs. JUNE 2021  
▲ 9.0% vs. MAY 2022

**39**

▼ 44.3% vs. JUNE 2021  
▲ 11.4% vs. MAY 2022

### CONDO APARTMENTS

18 DAYS ON MARKET

**\$491,500**

▲ 17.9% vs. JUNE 2021  
▼ 7.4% vs. MAY 2022

**\$450**

▲ 35.5% vs. JUNE 2021  
▼ 6.8% vs. MAY 2022

**111**

▲ 60.9% vs. JUNE 2021  
▲ 1.8% vs. MAY 2022

**51**

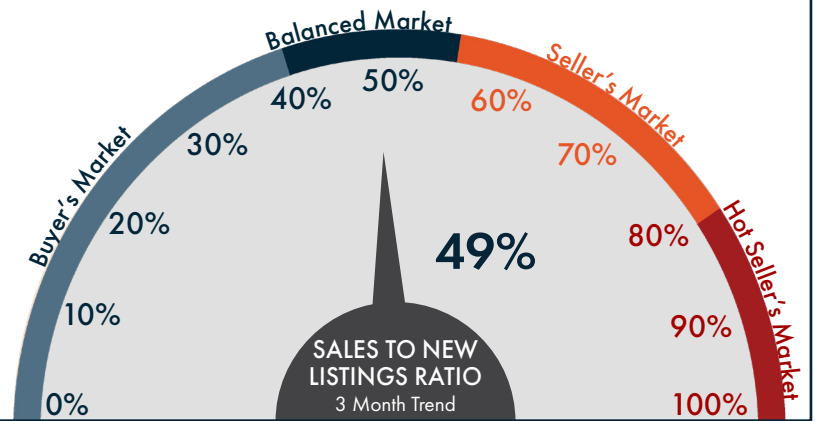
▼ 12.1% vs. JUNE 2021  
▼ 8.9% vs. MAY 2022

### CURRENT MARKET CONDITIONS

## Balanced Market

Relatively equal supply and demand signify the return of conditional offers and stabilizing home values.

ALL HOMES	49%
DETACHED	49%
SEMIS & TOWNS	46%
CONDOS	52%



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# MARKET REPORT

## CAMBRIDGE HOMES

# JUNE 2022

MEDIAN  
Sale Price

AVERAGE SALE  
Price per Sqft

NUMBER OF  
Listings

NUMBER OF  
Sales

### ALL HOMES

14 DAYS ON MARKET

**\$690,000**

▼ 1.9% vs. JUNE 2021  
▼ 11.5% vs. MAY 2022

**\$386**

▼ 8.1% vs. JUNE 2021  
▼ 7.0% vs. MAY 2022

**434**

▲ 25.4% vs. JUNE 2021  
▼ 7.9% vs. MAY 2022

**206**

▼ 29.9% vs. JUNE 2021  
▼ 12.0% vs. MAY 2022

### DETACHED HOMES

14 DAYS ON MARKET

**\$750,000**

▼ 2.2% vs. JUNE 2021  
▼ 10.8% vs. MAY 2022

**\$427**

▲ 1.2% vs. JUNE 2021  
▲ 0.5% vs. MAY 2022

**285**

▲ 15.9% vs. JUNE 2021  
▼ 8.9% vs. MAY 2022

**128**

▼ 40.7% vs. JUNE 2021  
▼ 20.5% vs. MAY 2022

### SEMI-DETACHED & TOWNHOMES

15 DAYS ON MARKET

**\$633,000**

▲ 1.6% vs. JUNE 2021  
▼ 8.3% vs. MAY 2022

**\$296**

▼ 26.6% vs. JUNE 2021  
▼ 24.7% vs. MAY 2022

**123**

▲ 46.4% vs. JUNE 2021  
▼ 8.2% vs. MAY 2022

**64**

▲ 3.2% vs. JUNE 2021  
▲ 6.7% vs. MAY 2022

### CONDO APARTMENTS

19 DAYS ON MARKET

**\$510,000**

▲ 20.0% vs. JUNE 2021  
▼ 6.4% vs. MAY 2022

**\$376**

▼ 26.6% vs. JUNE 2021  
▼ 7.8% vs. MAY 2022

**25**

▲ 66.7% vs. JUNE 2021  
▲ 4.2% vs. MAY 2022

**14**

▼ 6.7% vs. JUNE 2021  
▲ 7.7% vs. MAY 2022

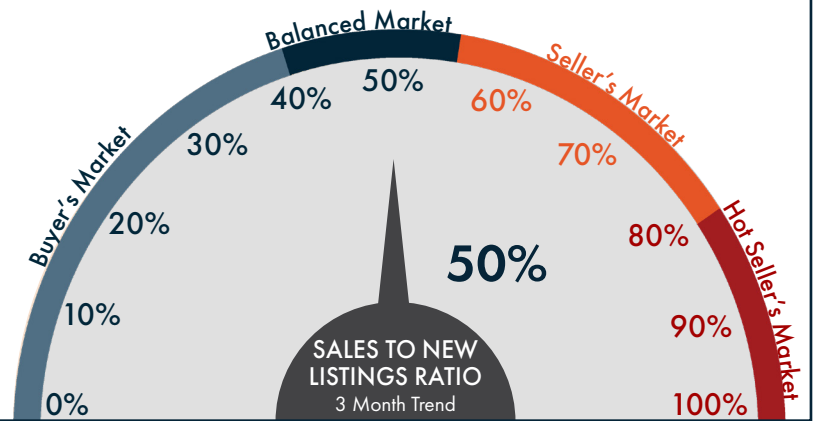
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### CURRENT MARKET CONDITIONS

## Balanced Market

Relatively equal supply and demand signify the return of conditional offers and stabilizing home values.

ALL HOMES	50%
DETACHED	50%
SEMIS & TOWNS	48%
CONDOS	59%



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Our first priority is the health and safety of our clients, our team, and the global community, while helping our clients stay on track with their real estate goals.

We are constantly monitoring the local real estate market to bring you up-to-date information.

**If you have any questions or concerns, please do not hesitate to reach out.**



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