



# 2025 SEPTEMBER

## CITY OF GUELPH Real Estate Market Report



**ROYAL CITY REALTY**  
BROKERAGE

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**Disclaimer:**

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

# OVERVIEW

## BALANCED MARKET

The City of Guelph's real estate market remained in balanced territory in September, as rising supply met steady demand. The median sale price fell 3% to \$760,000, while the average slipped 3.35% to \$784,301. Sales volume eased 0.53% to \$102.5M, though unit sales rose 3.15% to 131 transactions. New listings surged 26.67% to 418, while expired listings nearly doubled, up 96% to 49, highlighting growing competition for sellers. With a unit sales-to-listings ratio of 31.34%, down 7.15% from last year, the market continues to reflect balanced conditions, providing opportunities for both buyers and sellers.

### September year-over-year sales volume of \$102,509,097

Down -0.53% from 2024's \$103,053,900 with unit sales of 131 up +3.15% from last September's 127. New listings of 418 are up +26.67% from a year ago, with the sales/listing ratio of 31.34% down -7.15%.

### Year-to-date sales volume of \$1,025,137,060

Down -3.66% from 2024's \$1,064,132,883 with unit sales of 1288 down from 1336 in 2024. New listings of 3,147 are up +21.27% from a year ago, with the sales/listing ratio of 40.93% down -10.56%.

### Year-to-date average sale price of \$793,927

Up from \$794,526 one year ago with median sale price of \$777,500 up from \$773,500 one year ago. Average days-on-market of 30 is up 4 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$760,000**

-3%

Average Sale Price

**\$784,301**

-3.35%

Sales Volume

**\$102,509,097**

-0.53%

Unit Sales

**131**

+3.15%

New Listings

**418**

+26.67%

Expired Listings

**49**

+96%

Unit Sales/Listings Ratio

**31.34%**

-7.15%

*Year-over-year comparison  
(September 2025 vs. September 2024)*

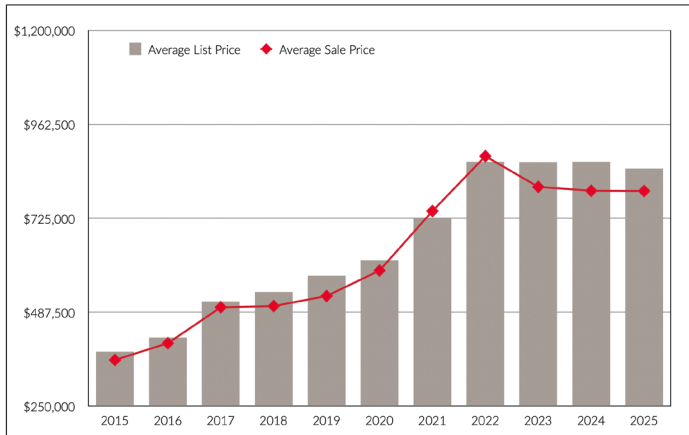


# THE MARKET IN DETAIL

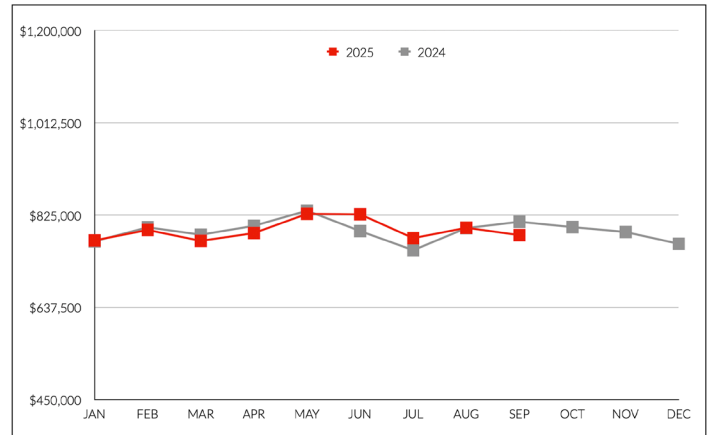
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,103,263,569	\$1,064,132,883	\$1,025,137,060	-3.66%
YTD Unit Sales	1,357	1,336	1,288	-3.59%
YTD New Listings	2,186	2,595	3,147	+21.27%
YTD Sales/Listings Ratio	62.08%	51.48%	40.93%	-10.56%
YTD Expired Listings	99	190	336	+76.84%
Monthly Volume Sales	\$82,064,674	\$103,053,900	\$102,509,097	-0.53%
Monthly Unit Sales	100	127	131	+3.15%
Monthly New Listings	308	330	418	+26.67%
Monthly Sales/Listings Ratio	32.47%	38.48%	31.34%	-7.15%
Monthly Expired Listings	22	25	49	+96%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	2	5	11	+120%
YTD Sales: \$350K-\$549K	201	174	197	+13.22%
YTD Sales: \$550K-\$749K	390	441	374	-15.19%
YTD Sales: \$750K-\$999K	520	504	491	-2.58%
YTD Sales: \$1M - \$2M	244	212	209	-1.42%
YTD Sales: \$2M+	3	5	5	No Change
YTD Average Days-On-Market	19.00	25.89	29.89	+15.45%
YTD Average Sale Price	\$804,381	\$794,526	\$793,927	-0.08%
YTD Median Sale Price	\$772,500	\$773,500	\$777,500	+0.52%

City of Guelph MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

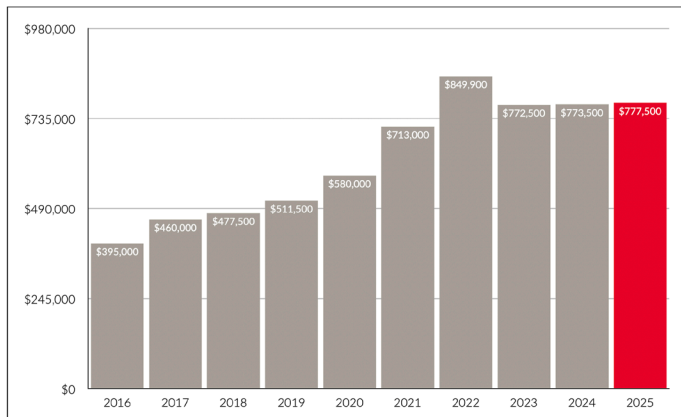


Year-Over-Year

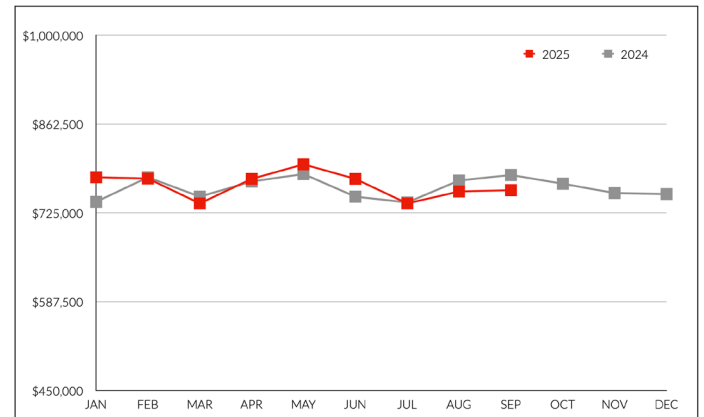


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



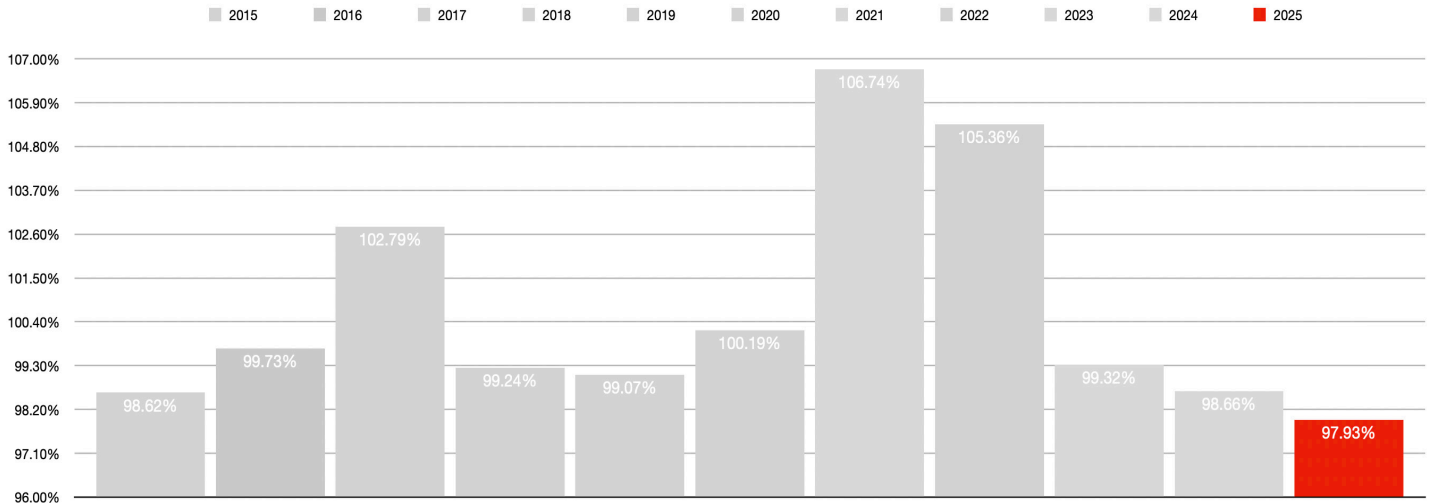
Year-Over-Year



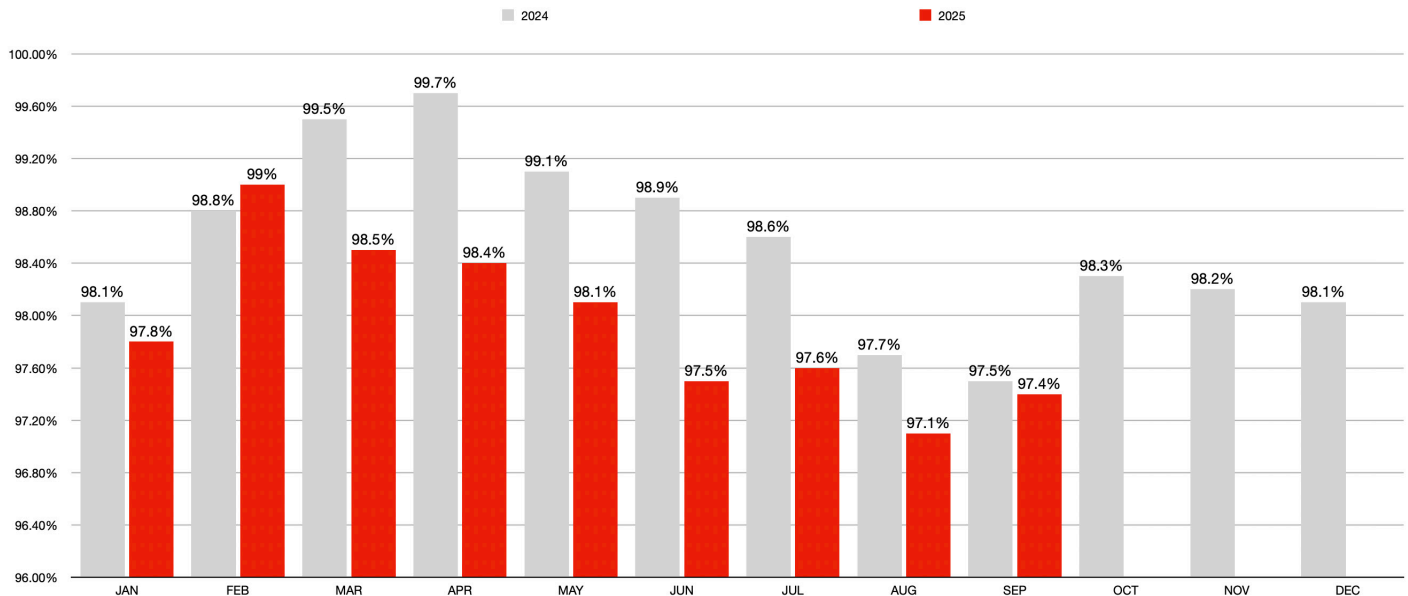
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

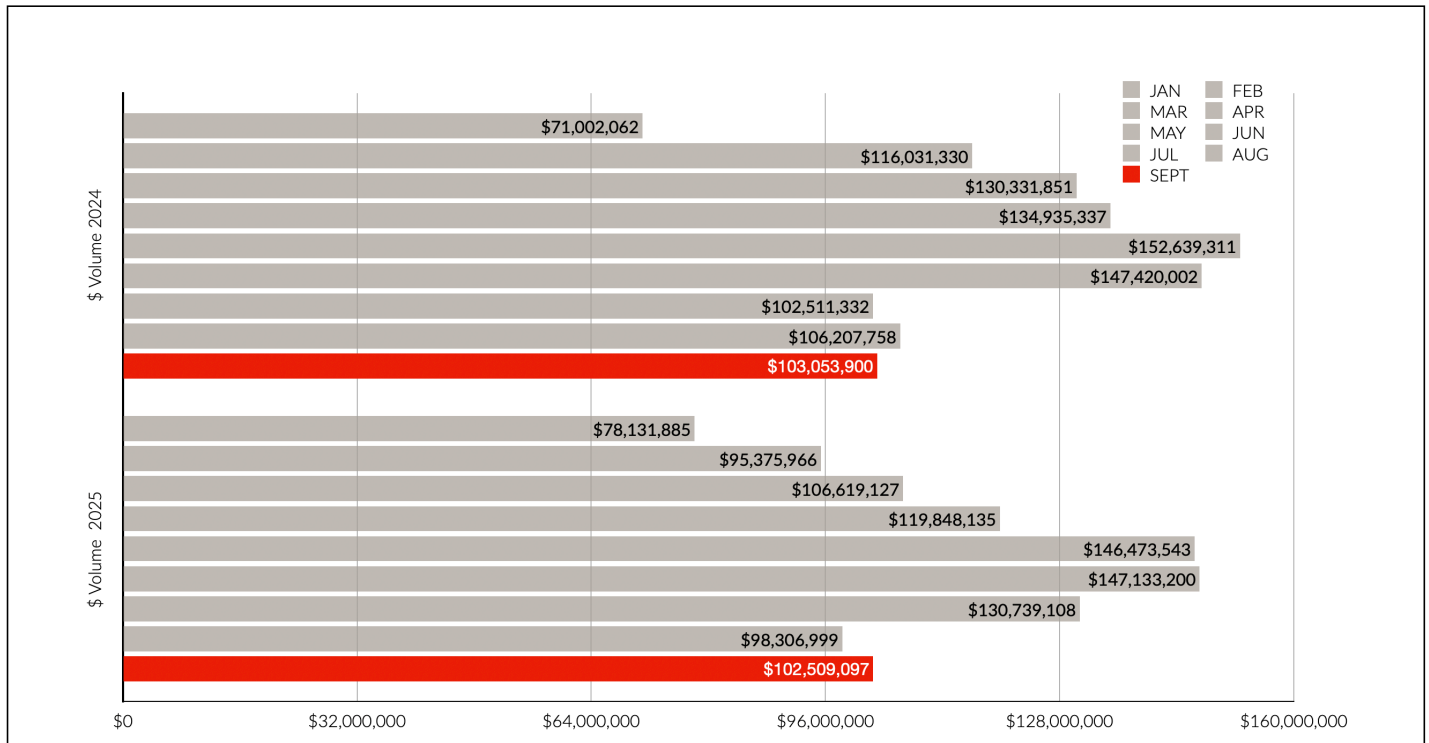


## Year-Over-Year



## Month-Over-Month 2024 vs. 2025

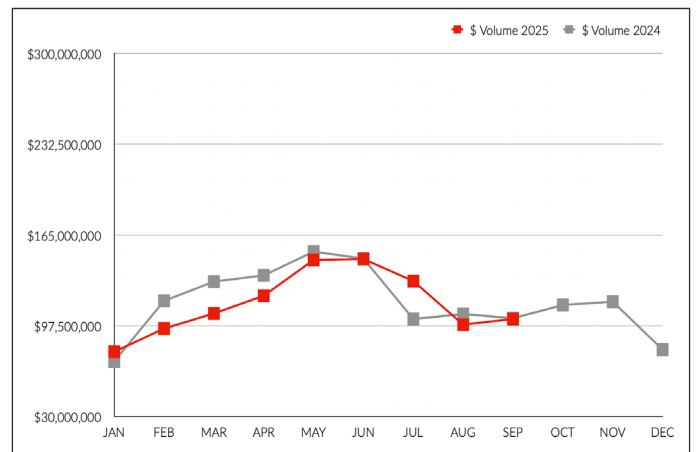
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

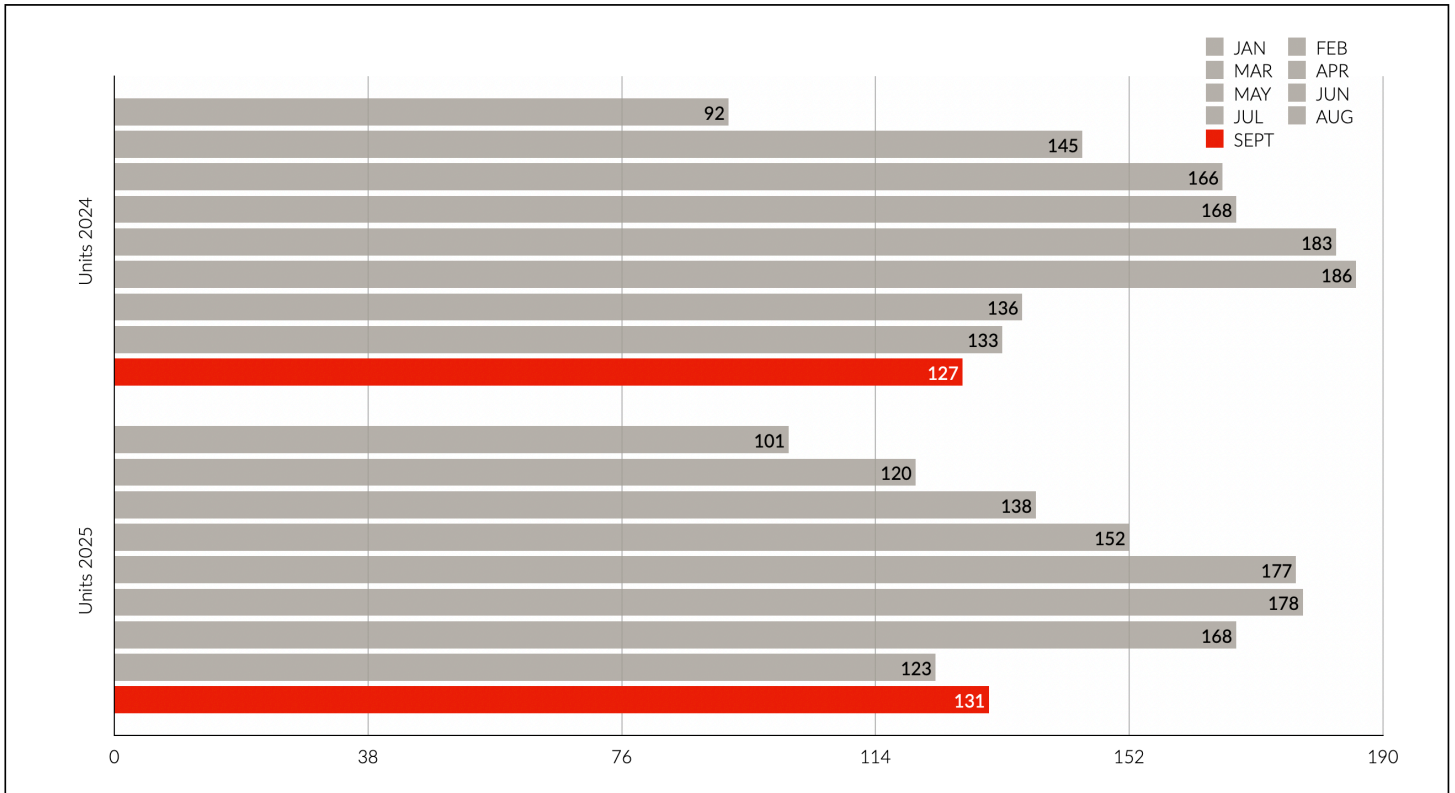


Yearly Totals 2024 vs. 2025

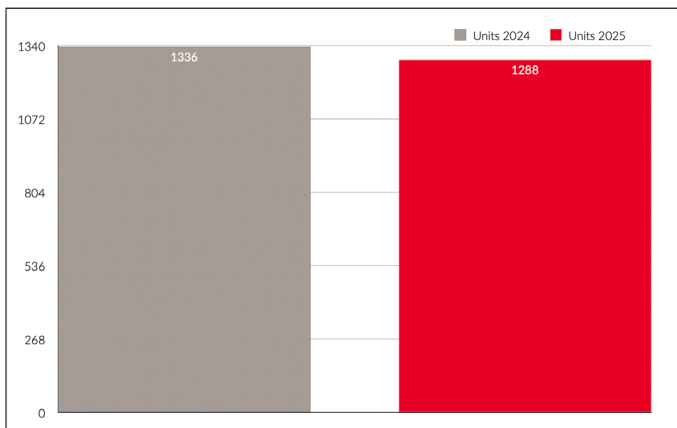


Month vs. Month 2024 vs. 2025

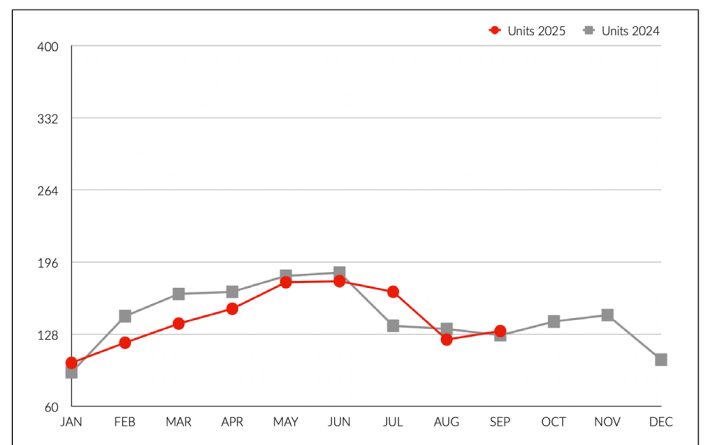
# UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE















## FREEHOLD



## CONDOMINIUM



## VACANT LAND

YTD Sales Volume	 <b>\$786,530,734</b> +7.39%	 <b>\$238,606,326</b> -19.52%	 <b>\$4,425,000</b> -36.99%
YTD Unit Sales	 <b>887</b> +7.52%	 <b>401</b> -15.04%	 <b>6</b> +20%
YTD Average Sale Price	 <b>\$886,731</b> -3.71%	 <b>\$595,028</b> +1.7%	 <b>\$737,500.00</b> +90.41%
September Sales Volume	 <b>\$85,216,897</b> +17.16%	 <b>\$17,292,200</b> -32.08%	 <b>\$1,000,000</b> -78.2%



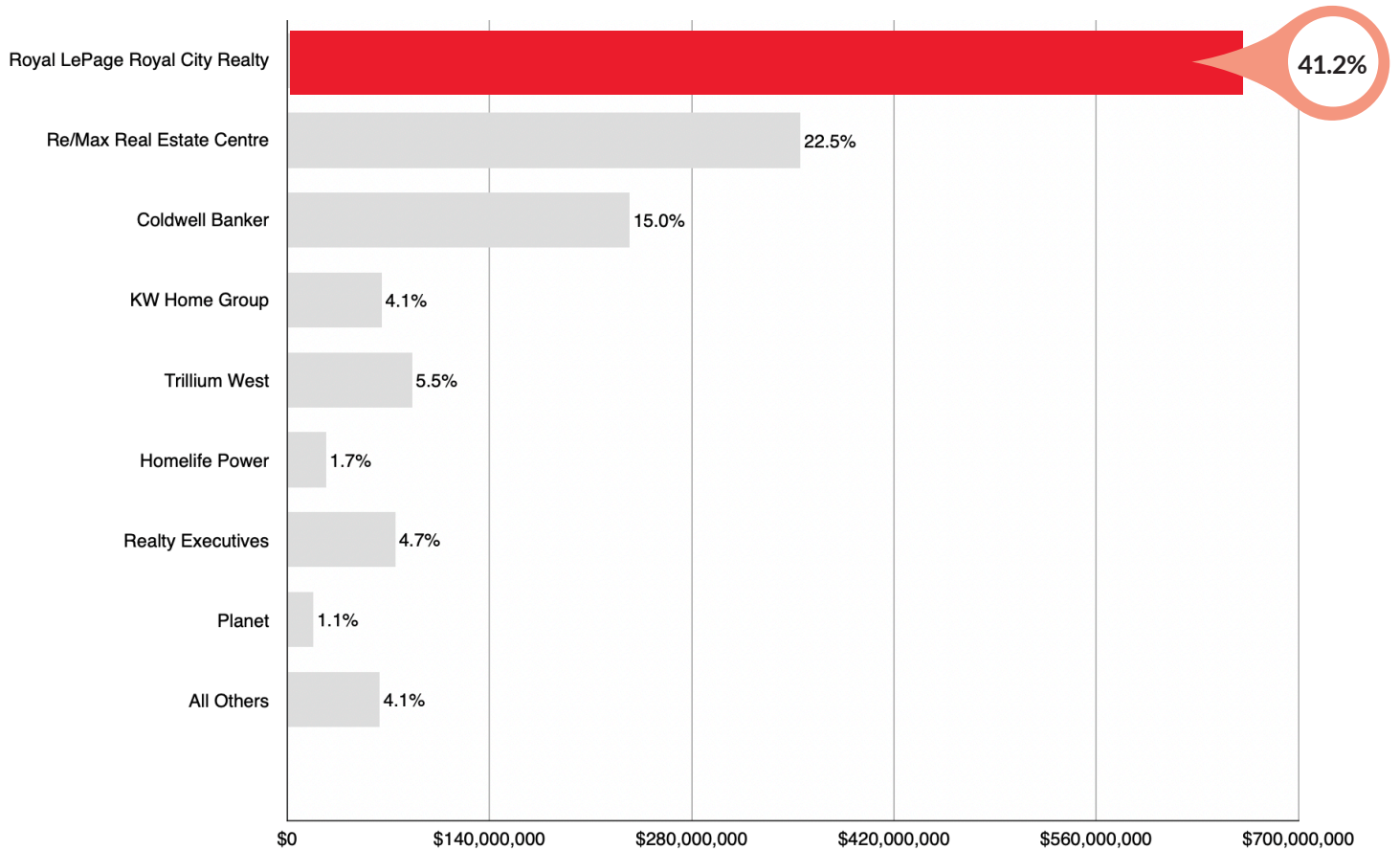
NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of September 1, 2025.

Year-Over-Year Comparison (2025 vs. 2024)

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



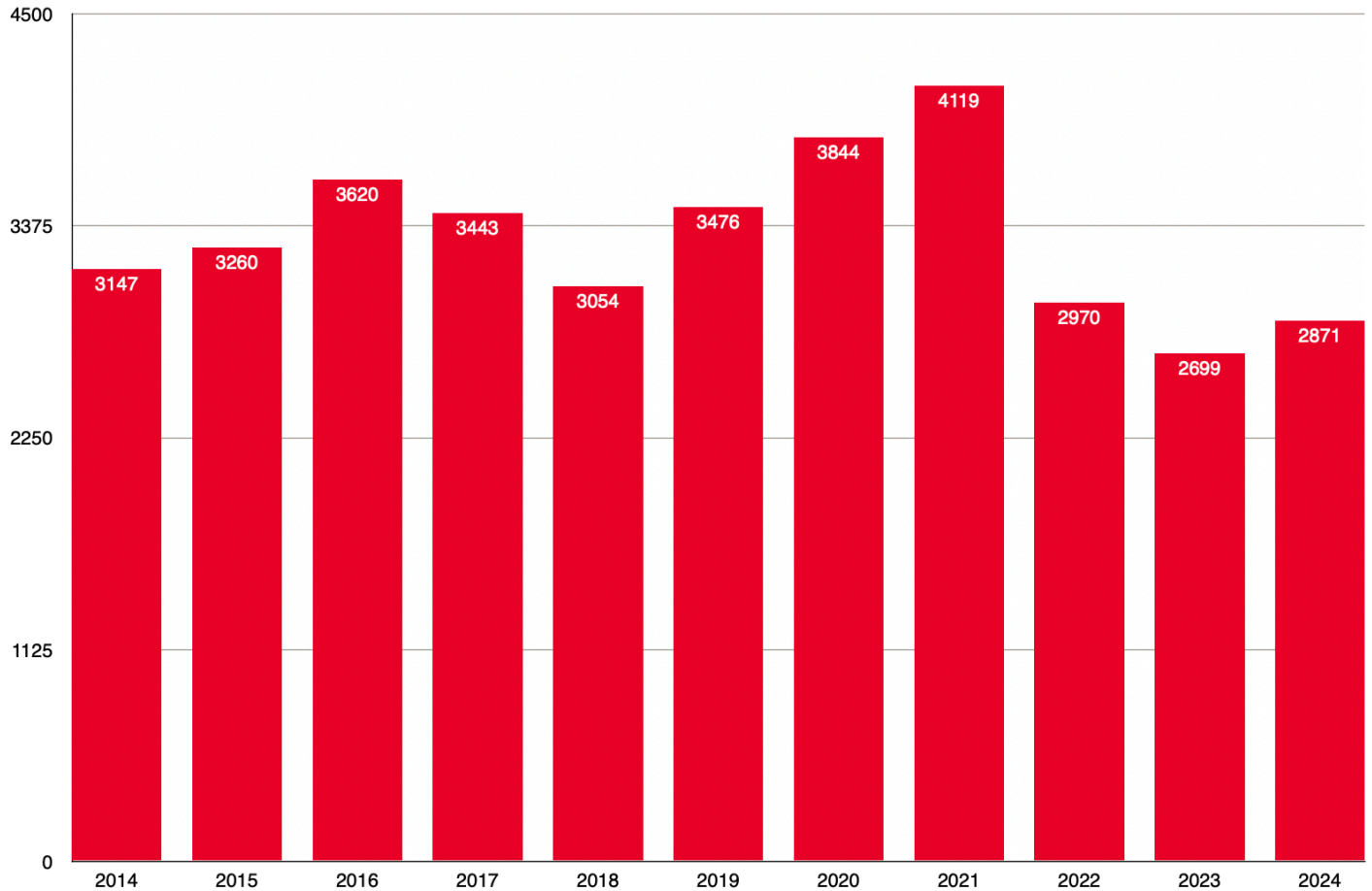
# MARKET DOMINANCE



**Market Share by Dollar Volume Within Wellington County**  
Listing Selling Ends Combined for Guelph Based Companies  
November 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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