2025 SEPTEMBER

GUELPH/ERAMOSA

Real Estate Market Report

ROYAL LEPAGE | 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

BUYER'S MARKET

The real estate market in Guelph/Eramosa shifted further into buyer's territory in September, as declining prices paired with rising inventory. The median sale price fell 7.83% to $999,999, while the average dropped 10.85% to $1,007,000. Sales volume contracted 34.63% to $11.08M, reflecting a 26.67% decline in unit sales to 11 transactions. At the same time, new listings surged 66.67% to 65, while expired listings eased 25% to 6. With a unit sales-to-listings ratio of just 16.92%, the market remains firmly buyer-leaning, providing purchasers with greater selection and leverage at the negotiation table.

September year-over-year sales volume of $11,076,999

Down -34.63% from 2024's $16,943,900 with unit sales of 11 down from last year's 15. New listings of 65 are up +66.67% from 2024, with the sales/listing ratio of 16.92% down by -21.54% compared to 2024.

Year-to-date sales volume of $117,213,461

Up +14.79% from 2024's $102,112,550 with unit sales of 106 up from the 92 in 2024. New listings of 333 are up +32.67% from a year ago, with the sales/listing ratio of 31.83% down by -4.82%.

Year-to-date average sale price of $1,097,763

Down from $1,122,398 a year ago with median sale price of $1,025,000 down from $1,085,000 a year ago. Average days-on-market of 41, which has gone up 7 days compared to last year.

SEPTEMBER NUMBERS

Median Sale Price
$999,999
-7.83%

Average Sale Price
$1,007,000
-10.85%

Sales Volume
$11,076,999
-34.63%

Unit Sales
11
-26.67%

New Listings
65
+66.67%

Expired Listings
6
-25%

Unit Sales/Listings Ratio
16.92%
-21.54%

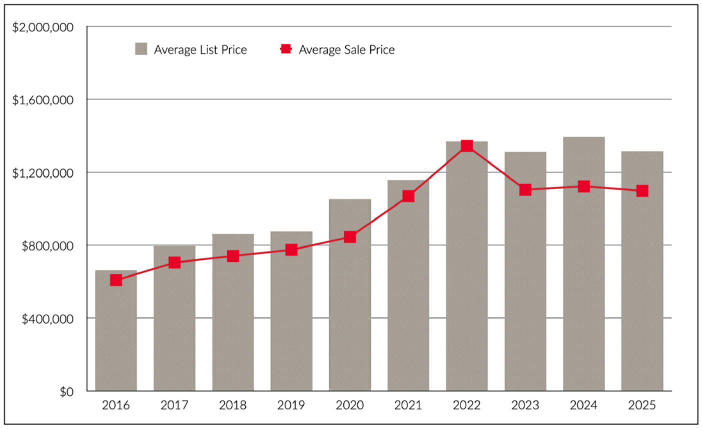
Year-over-year comparison (September 2025 vs. September 2024)

THE MARKET IN **DETAIL**

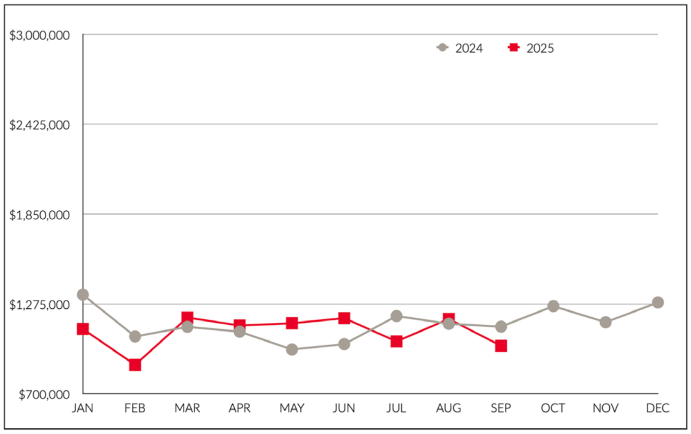
	2023	2024	2025	2024-2025
YTD Volume Sales	$121,500,023	$102,112,550	$117,213,461	+14.79%
YTD Unit Sales	109	92	106	+15.22%
YTD New Listings	218	251	333	+32.67%
YTD Sales/Listings Ratio	50.00%	36.65%	31.83%	-4.82%
YTD Expired Listings	11	32	37	+15.63%
Monthly Volume Sales	$14,512,499	$16,943,900	$11,076,999	-34.63%
Monthly Unit Sales	14	15	11	-26.67%
Monthly New Listings	36	39	65	+66.67%
Monthly Sales/Listings Ratio	38.89%	38.46%	16.92%	-21.54%
Monthly Expired Listings	2	8	6	-25%
YTD Sales: $0-$199K	0	0	0	No Change
YTD Sales: $200k-349K	0	0	0	No Change
YTD Sales: $350K-$549K	4	2	0	-100%
YTD Sales: $550K-$749K	10	8	16	+100%
YTD Sales: $750K-$999K	35	28	32	+14.29%
YTD Sales: $1M- $2M	57	53	54	+1.89%
YTD Sales: $2M+	61	2	4	+100%
YTD Average Days-On-Market	29.89	33.67	40.78	+21.12%
YTD Average Sale Price	$1,103,550	$1,122,398	$1,097,763	-2.19%
YTD Median Sale Price	$1,015,000	$1,085,000	$1,025,000	-5.53%

Guelph/Eramosa MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

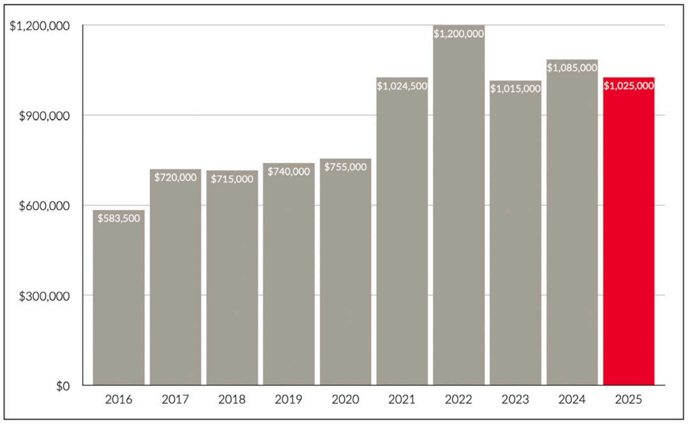


Year-Over-Year

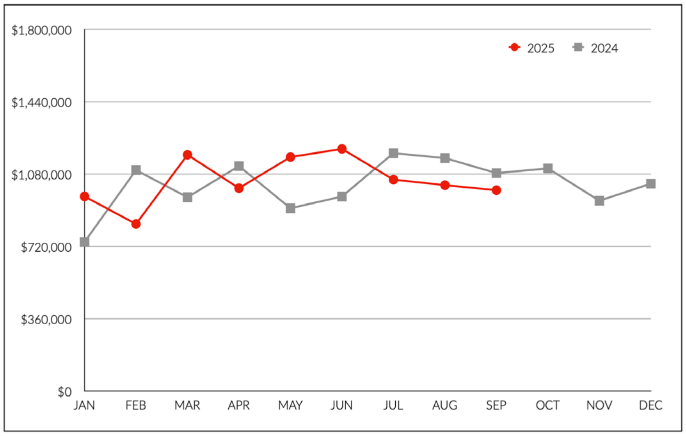


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



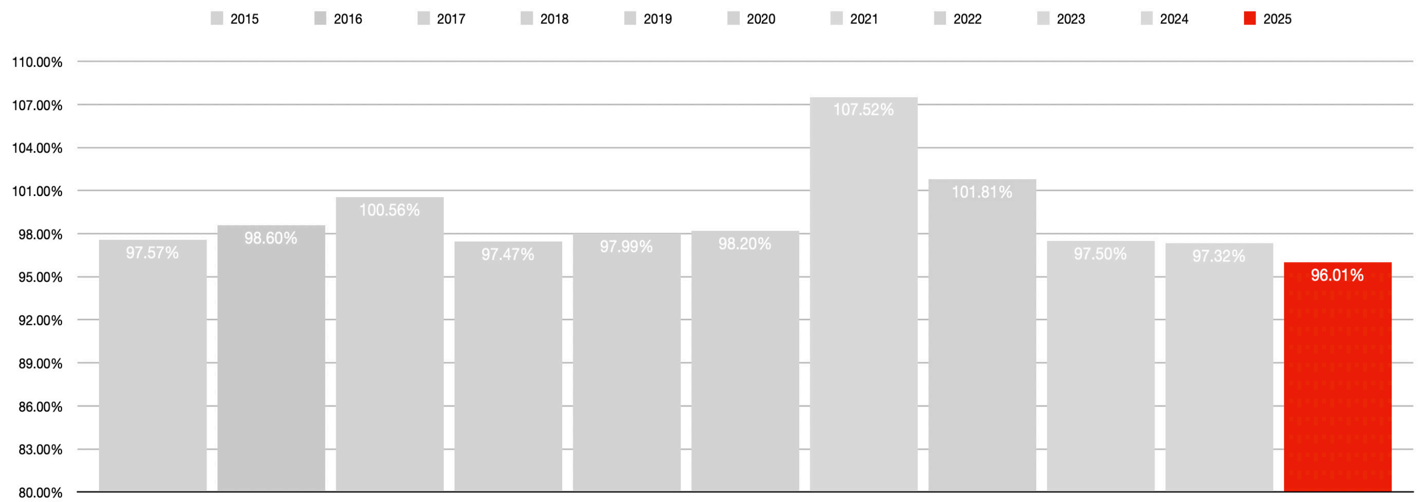
Year-Over-Year



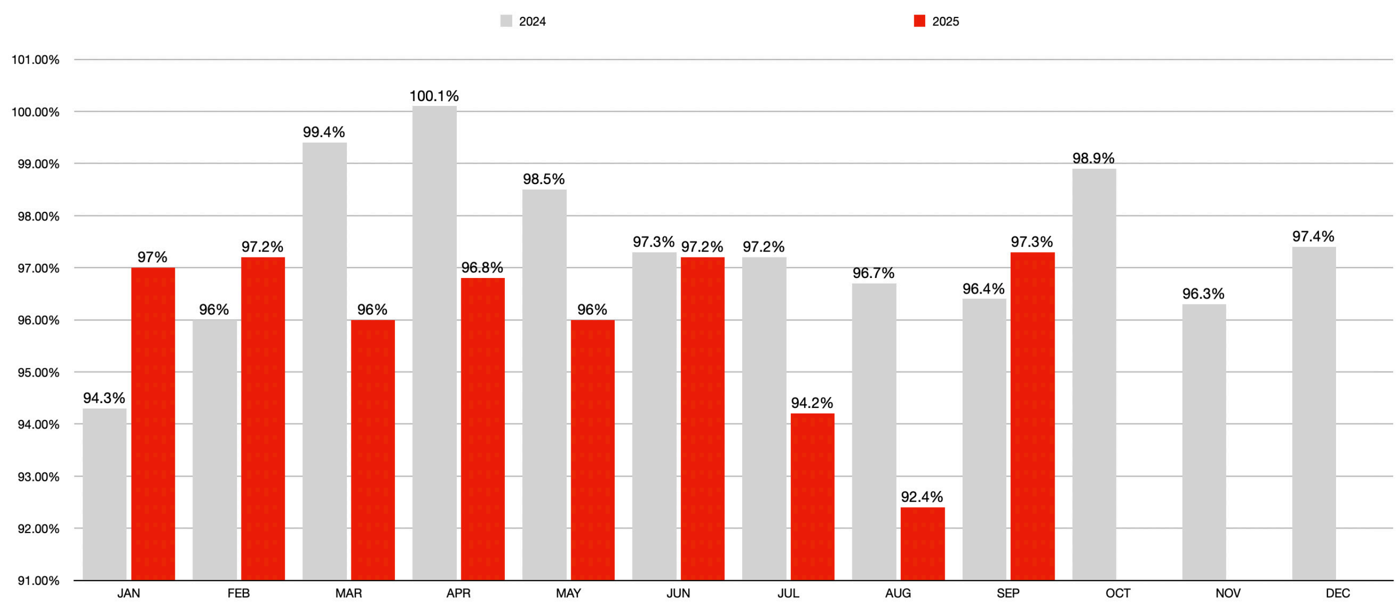
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

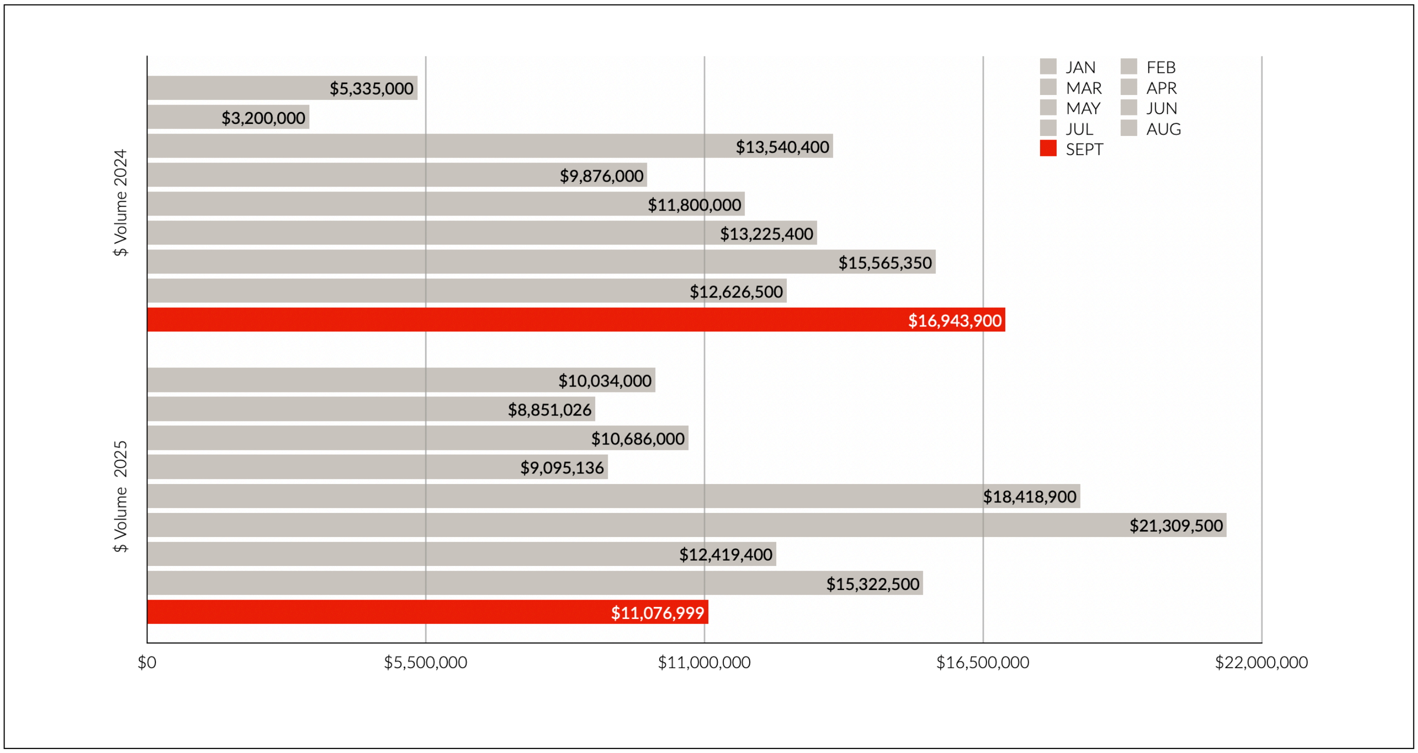


Year-Over-Year

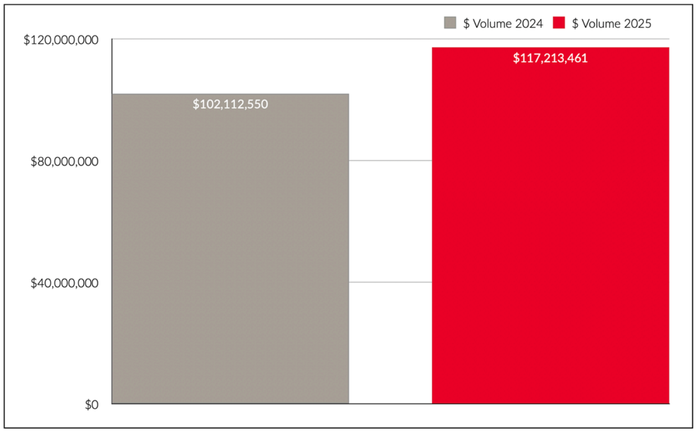


Month-Over-Month 2024 vs. 2025

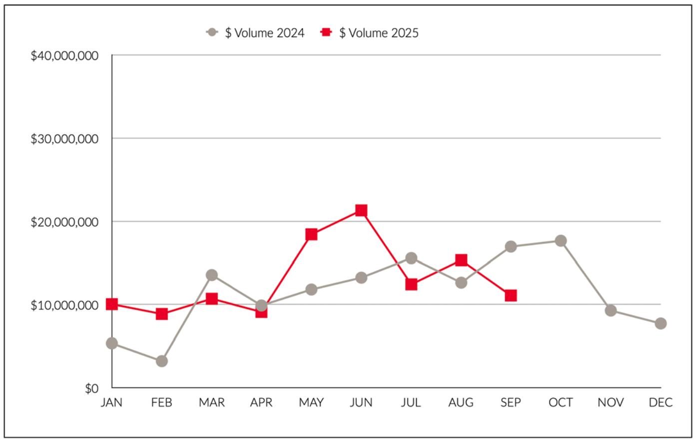
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

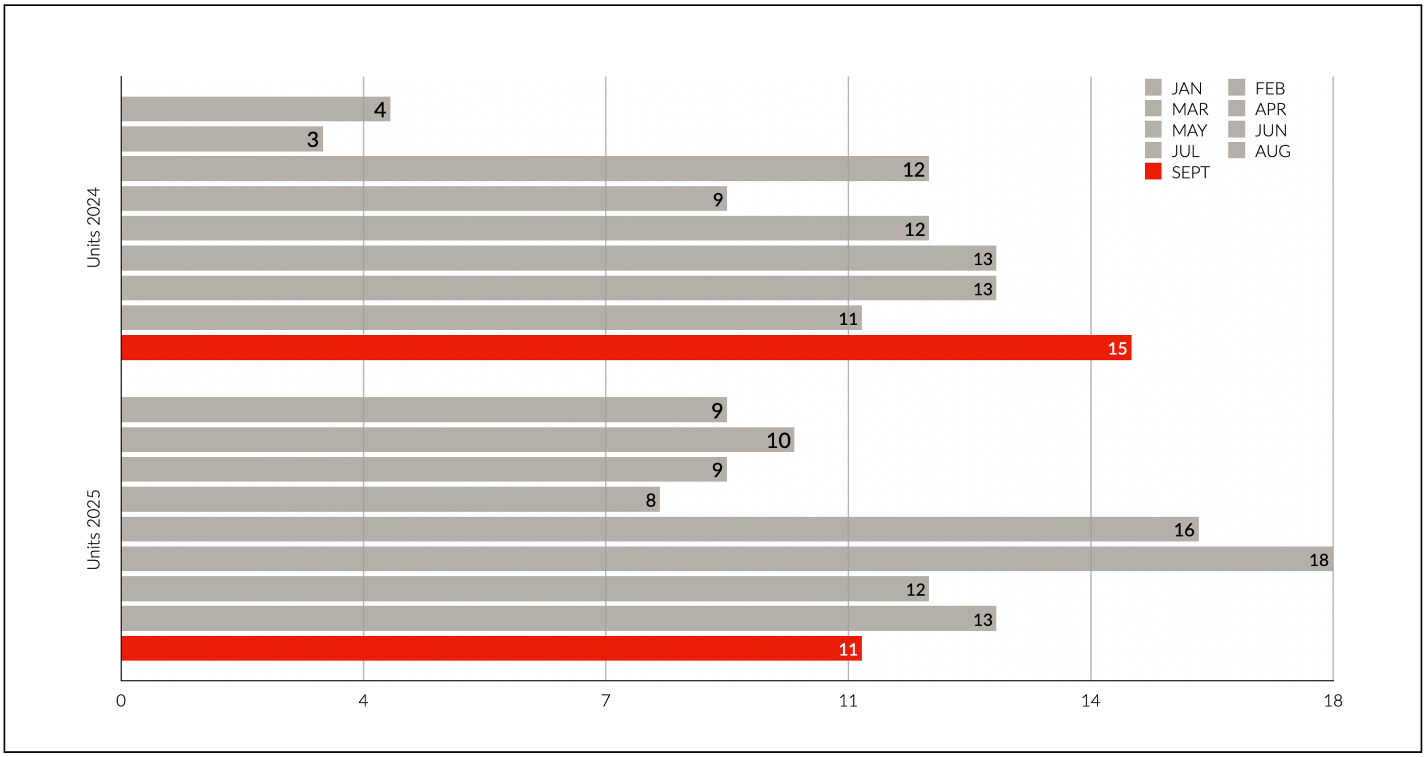


Yearly Totals 2024 vs. 2025

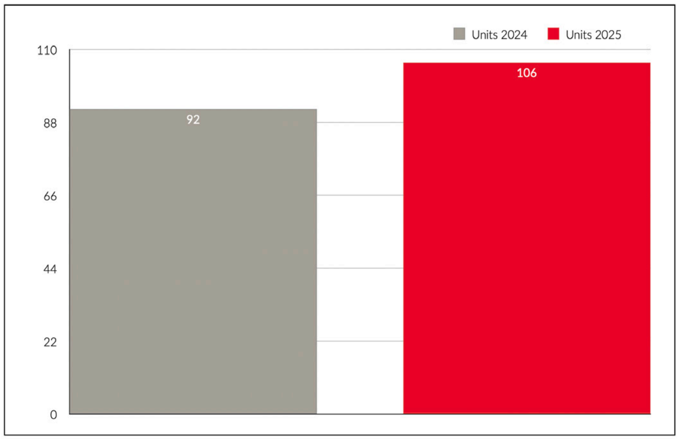


Month vs. Month 2024 vs. 2025

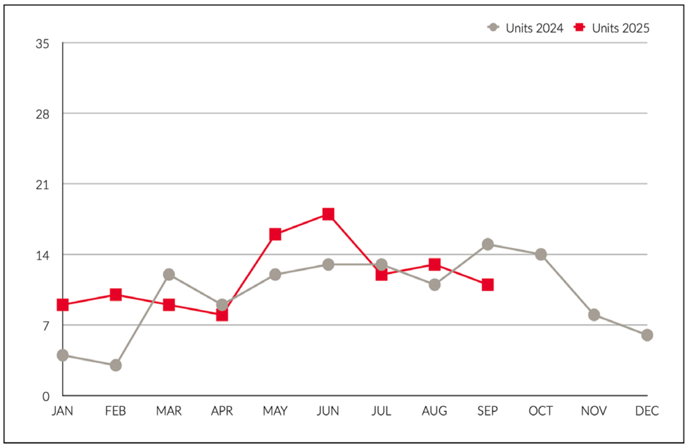
UNIT SALES



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	$108,303,935 +12.36%	$8,909,526 +55.71%	$760,000 -58.01%
YTD Unit Sales	94 +11.9%	12 +50%	1 -50%
YTD Average Sale Price	$1,152,170 -0.91%	$742,461 +10.71%	$760,000.00 -28.74%
September Sales Volume	$11,076,999 -32.27%	$0 -100%	$0 No Change
September Unit Sales	11 -21.43%	0 -100%	0 No Change

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

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 .

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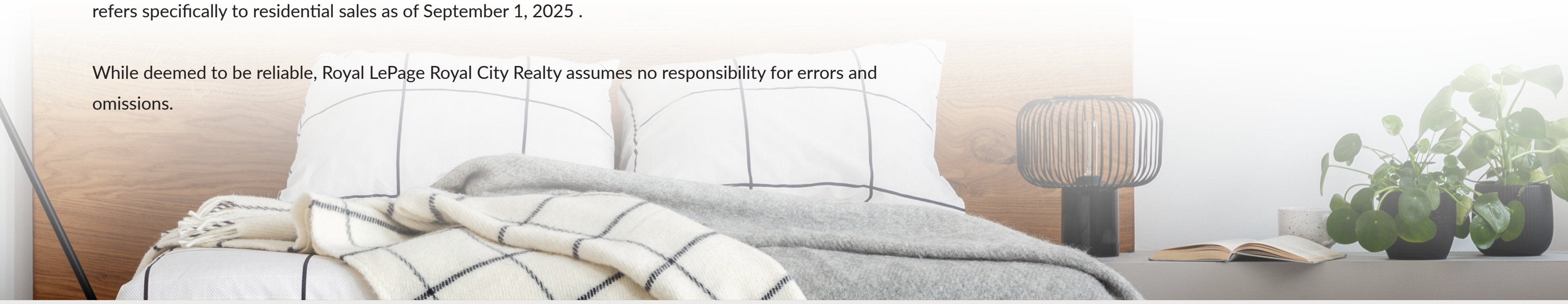

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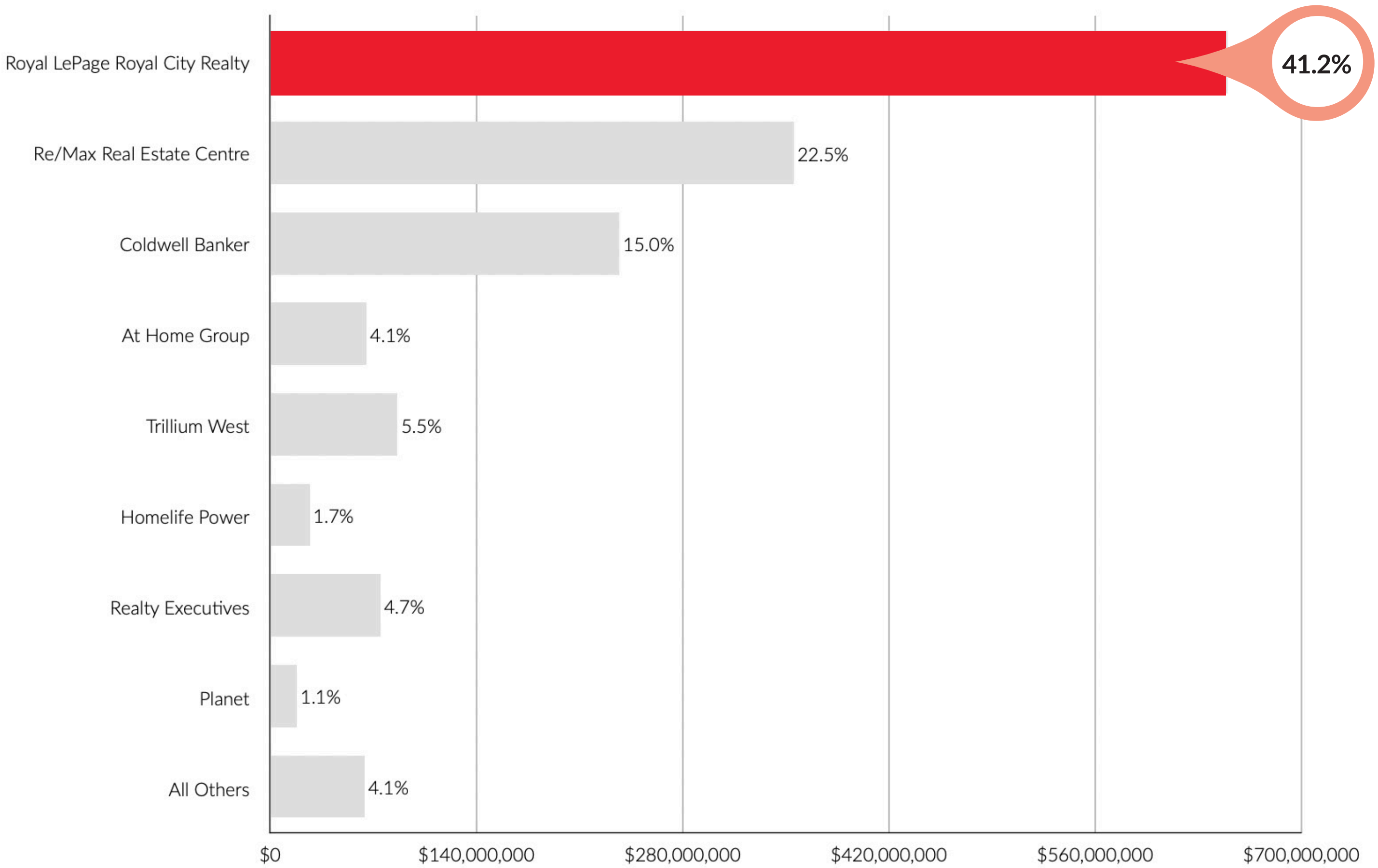
MARKET DOMINANCE



Market Share by Dollar Volume Within Wellington County
Listing Selling Ends Combined for Guelph Based Companies
November 2024

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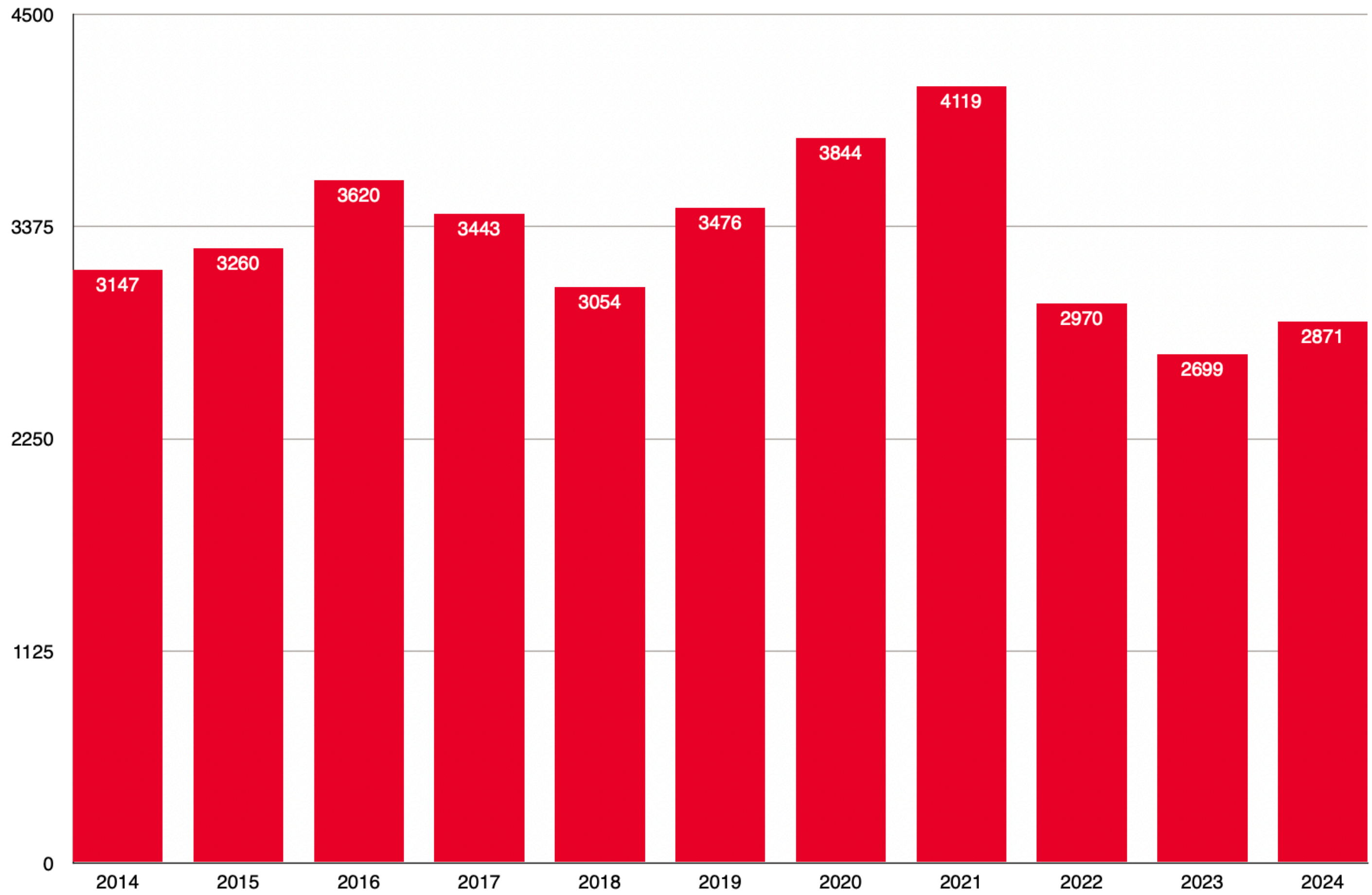
10 YEAR MARKET ANALYSIS



Units Sold

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OUR LOCATIONS

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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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