



2025 NOVEMBER

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 held balanced conditions in November, with prices softening slightly while buyer activity remained steady. The median sale price edged down 0.93% to \$748,500, and the average sale price declined 6.18% to \$741,782. Sales volume totaled \$91.98M, reflecting a 20.32% decrease in line with a 15.07% drop in unit sales to 124 transactions. New listings rose 19.49% to 233, while expired listings surged 140.91% to 53, giving buyers more selection and increasing competition among sellers. With a unit sales-to-listings ratio of 53.22%, down 21.65% from last year, the market continues to reflect balanced conditions, offering opportunities for both sides depending on pricing and strategy.



November year-over-year sales volume of \$91,980,950

Down -20.32% from 2024's \$115,434,898 with unit sales of 124 down -15.07% from last November's 146. New listings of 233 are up +19.49% from a year ago, with the sales/listing ratio of 53.22% down -21.65%.



Year-to-date sales volume of \$1,252,097,237

Down -3.13% from 2024's \$1,292,496,186 with unit sales of 1583 down from 1622 in 2024. New listings of 3,728 are up +20.53% from a year ago, with the sales/listing ratio of 42.46% down -9.98%.



Year-to-date average sale price of \$788,530

Down from \$794,726 year ago with median sale price of \$760,000 down from \$770,000 one year ago. Average days-on-market of 31 is up 5 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$748,500
-0.93%

Average Sale Price

\$741,782
-6.18%

Sales Volume

\$91,980,950
-20.32%

Unit Sales

124
-15.07%

New Listings

233
+19.49%

Expired Listings

53
+140.91%

Unit Sales/Listings Ratio

53.22%
-21.65%

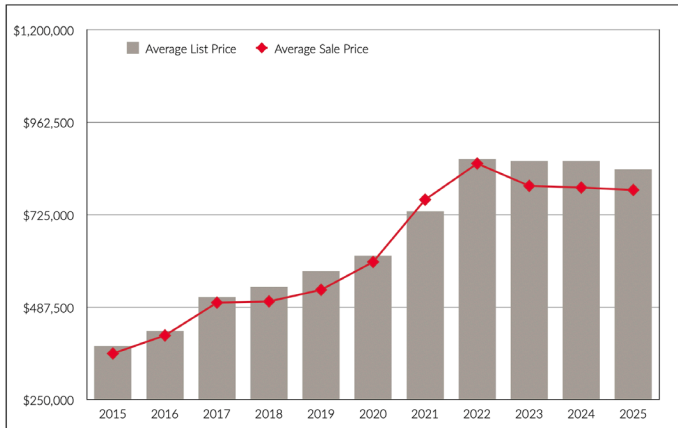
*Year-over-year comparison
(November 2025 vs. November 2024)*

THE MARKET IN DETAIL

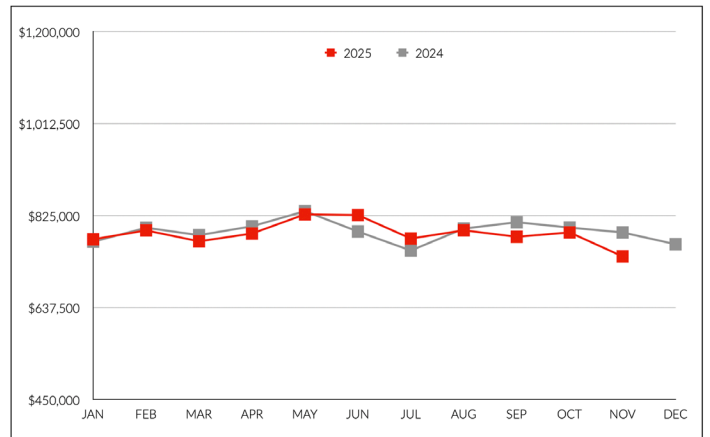
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,262,112,663	\$1,292,496,186	\$1,252,097,237	-3.13%
YTD Unit Sales	1,563	1,622	1,583	-2.4%
YTD New Listings	2,652	3,093	3,728	+20.53%
YTD Sales/Listings Ratio	58.94%	52.44%	42.46%	-9.98%
YTD Expired Listings	145	249	432	+73.49%
Monthly Volume Sales	\$75,229,746	\$115,434,898	\$91,980,950	-20.32%
Monthly Unit Sales	98	146	124	-15.07%
Monthly New Listings	203	195	233	+19.49%
Monthly Sales/Listings Ratio	48.28%	74.87%	53.22%	-21.65%
Monthly Expired Listings	22	22	53	+140.91%
YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$200k-349K	4	6	14	+133.33%
YTD Sales: \$350K-\$549K	234	217	245	+12.9%
YTD Sales: \$550K-\$749K	454	526	469	-10.84%
YTD Sales: \$750K-\$999K	595	619	607	-1.94%
YTD Sales: \$1M - \$2M	276	253	242	-4.35%
YTD Sales: \$2M+	3	6	6	No Change
YTD Average Days-On-Market	20.18	26.73	31.36	+17.35%
YTD Average Sale Price	\$799,070	\$794,726	\$788,530	-0.78%
YTD Median Sale Price	\$765,000	\$770,000	\$760,000	-1.3%

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

AVERAGE SALE PRICE

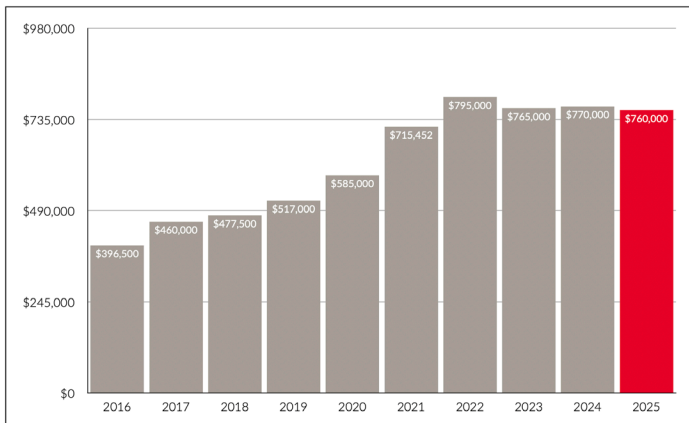


Year-Over-Year

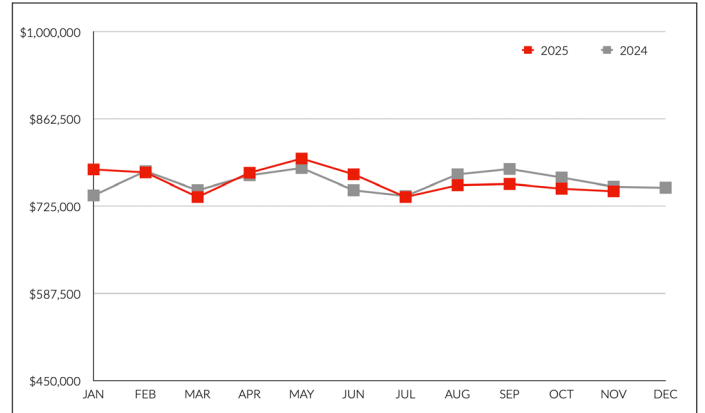


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



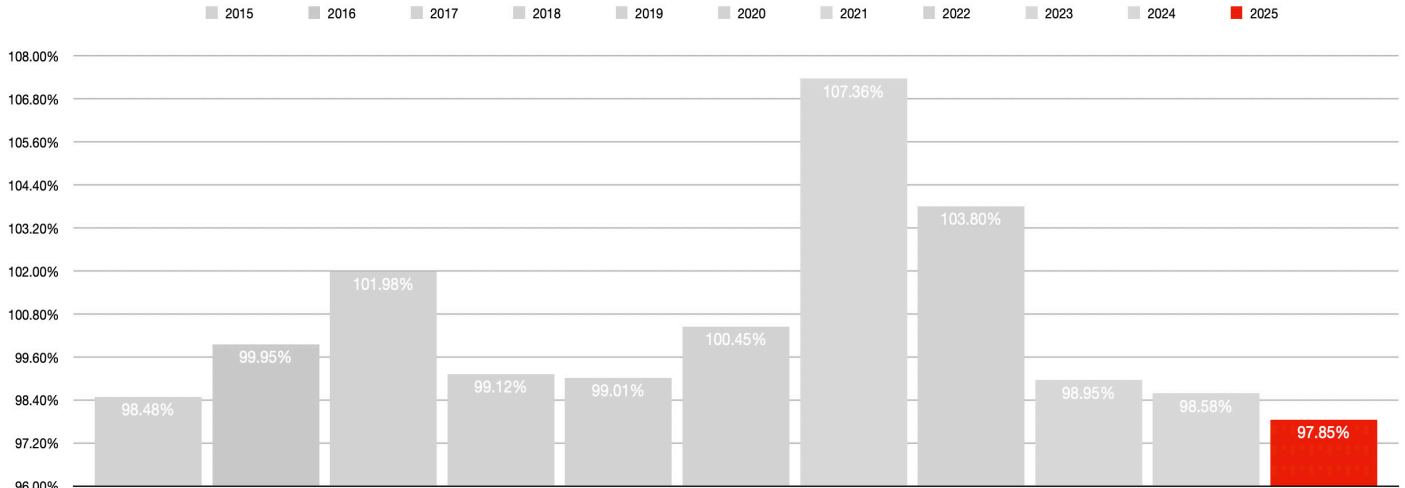
Year-Over-Year



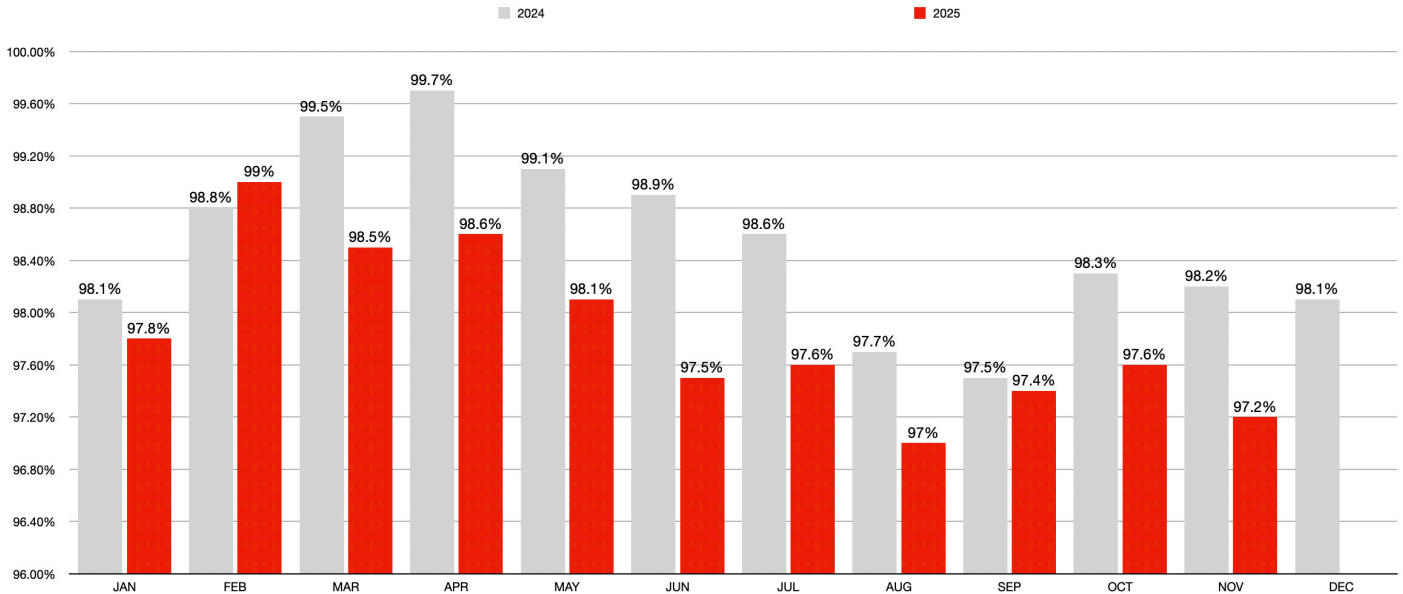
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

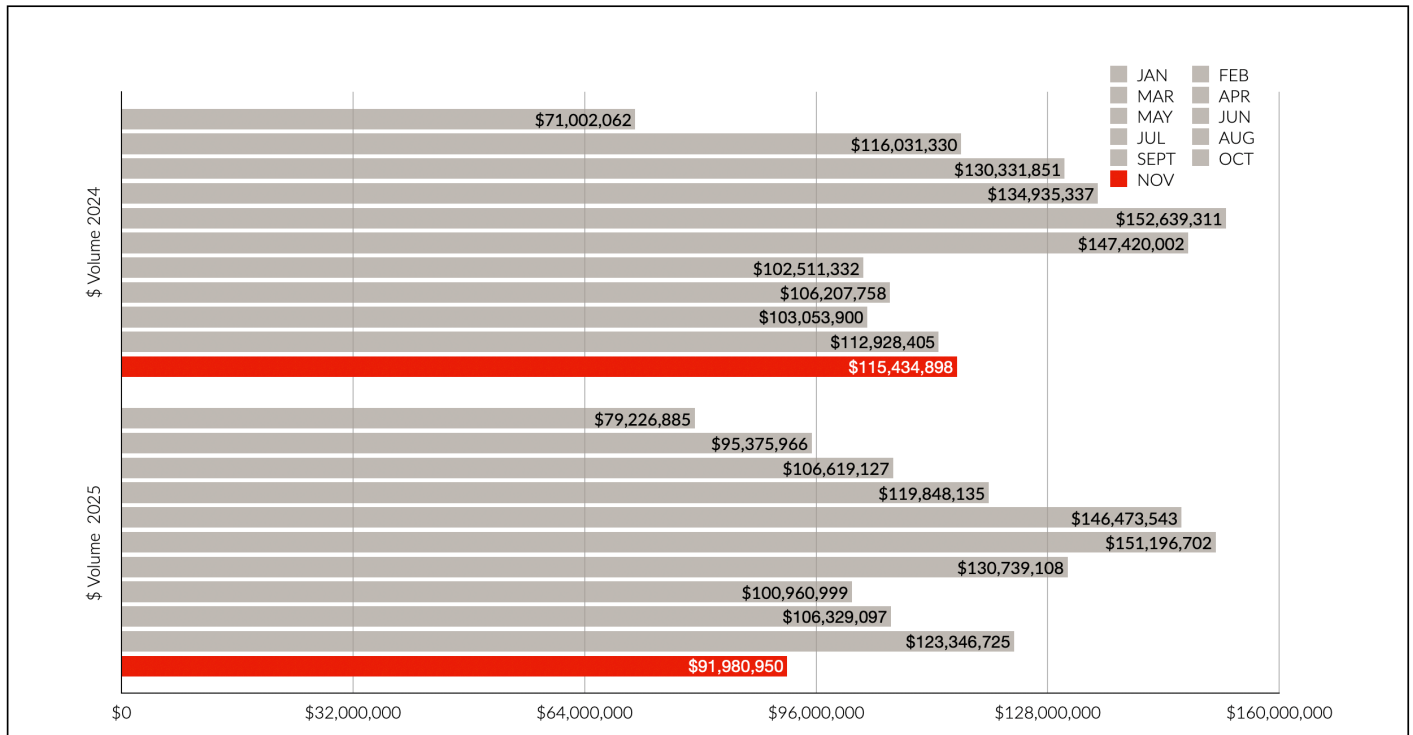


Year-Over-Year



Month-Over-Month 2024 vs. 2025

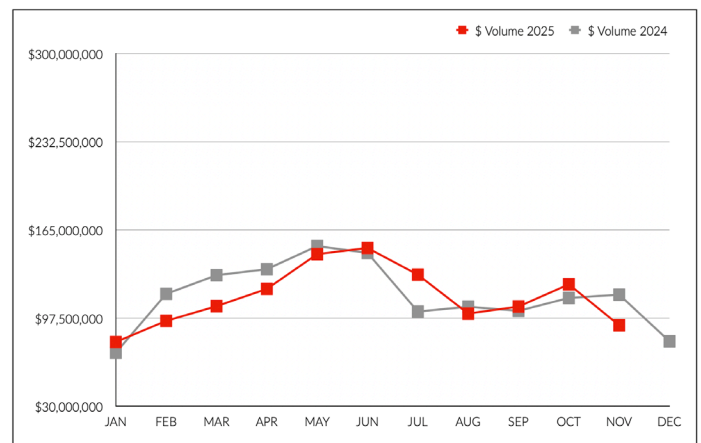
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

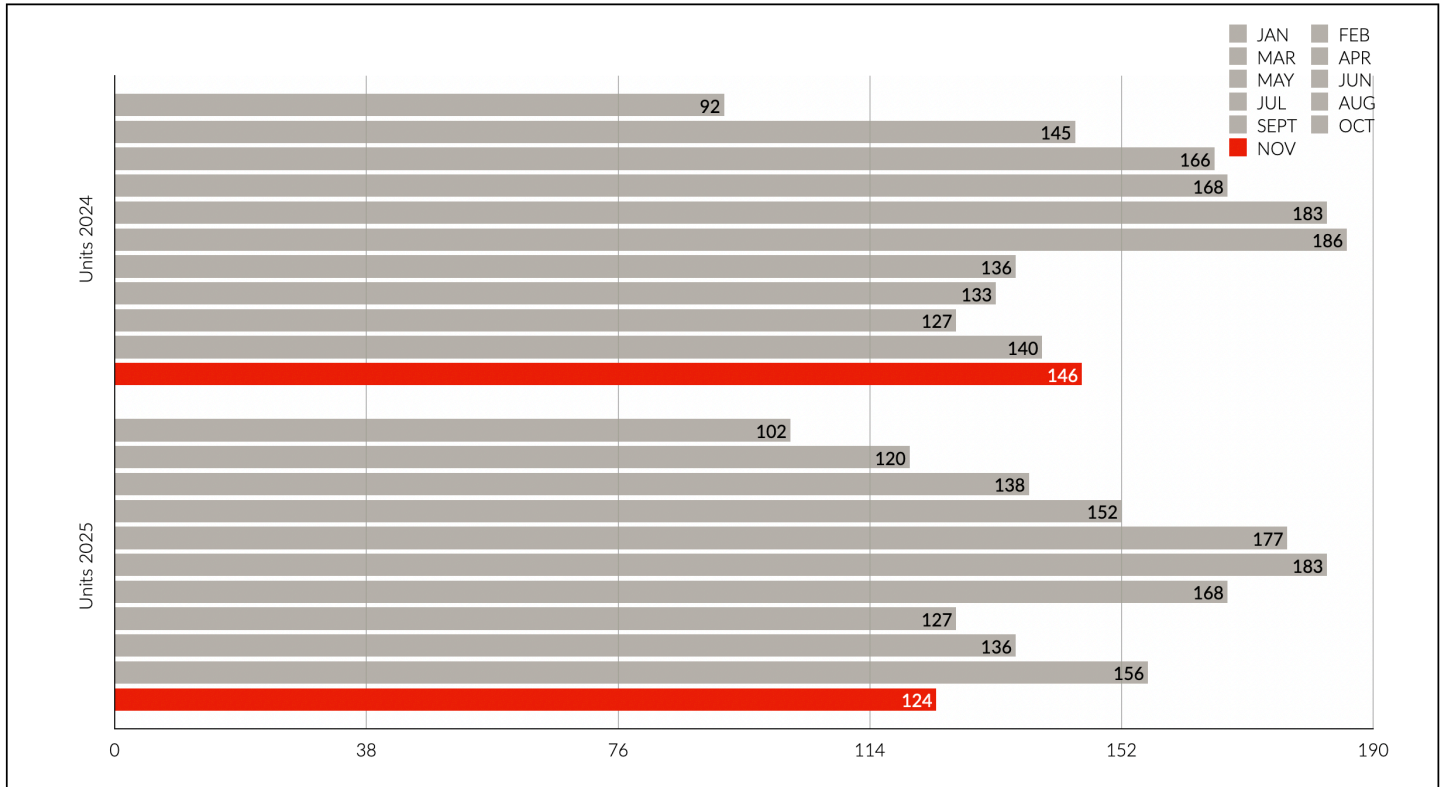


Yearly Totals 2024 vs. 2025

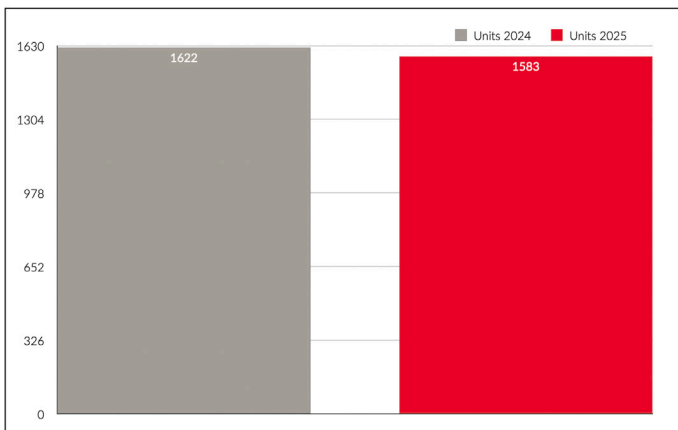


Month vs. Month 2024 vs. 2025

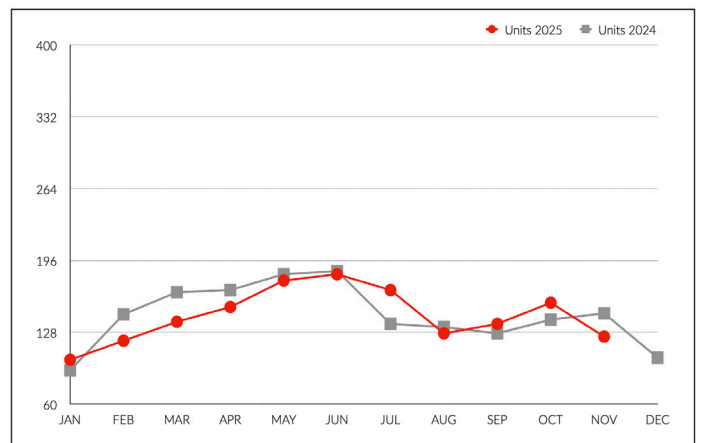
UNIT SALES



Monthly Comparison 2024 vs. 2025

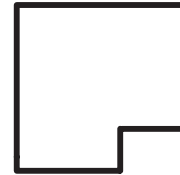














Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$971,915,961 +7.89%	 \$277,992,276 -20.79%	 \$4,905,000 -40.74%
YTD Unit Sales	 1113 +9.66%	 470 -16.37%	 7 0%
YTD Average Sale Price	 \$873,240 -2.75%	 \$591,473 +1.15%	 \$700,714.29 +69.75%
November Sales Volume	 \$73,876,000 -11.27%	 \$18,104,950 -38.61%	 \$0 -100%

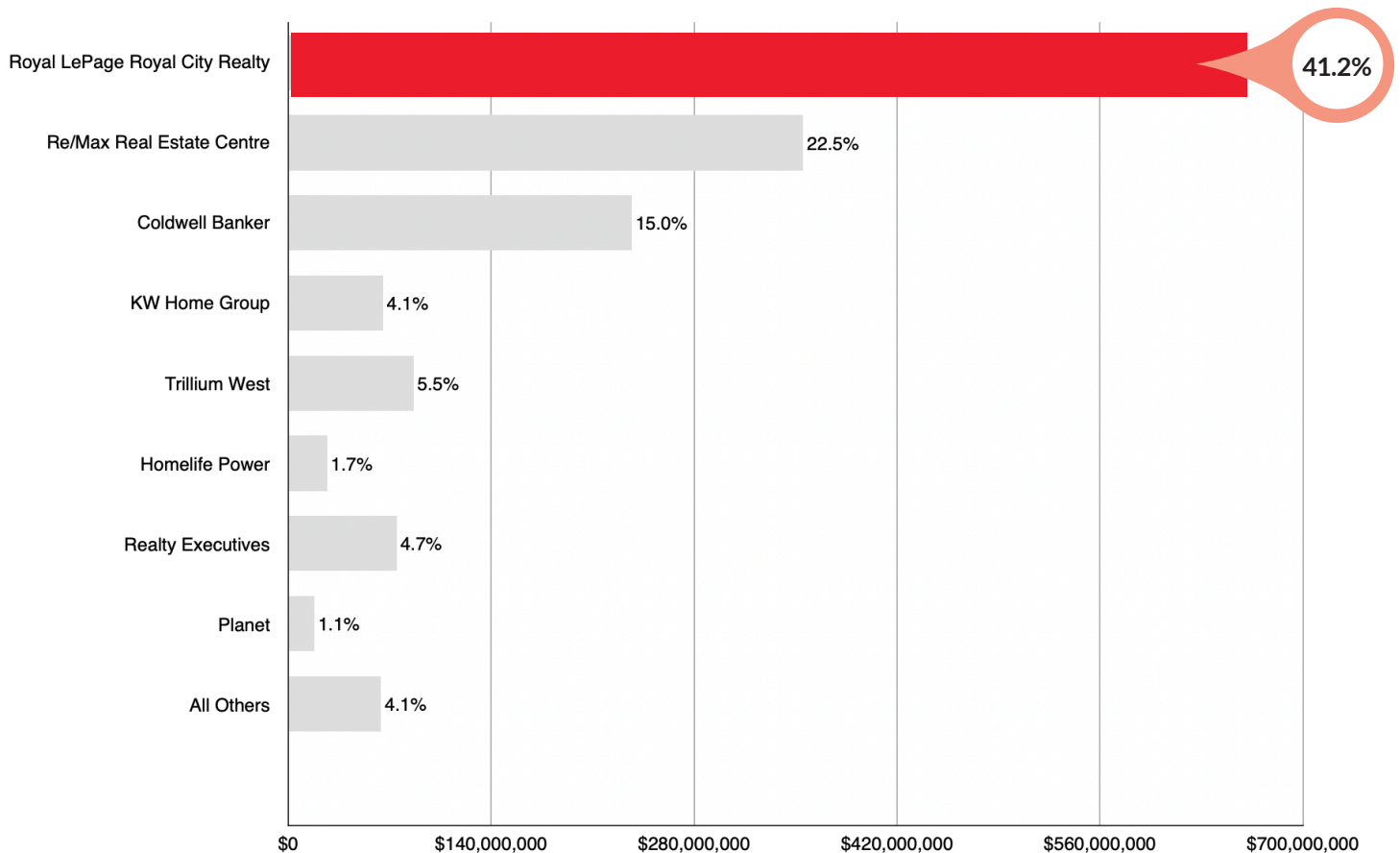


NOTE: All MLS® sales data in this report comes from the One Point Association Of REALTORS® and refers specifically to residential sales as of November 1, 2025.

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

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

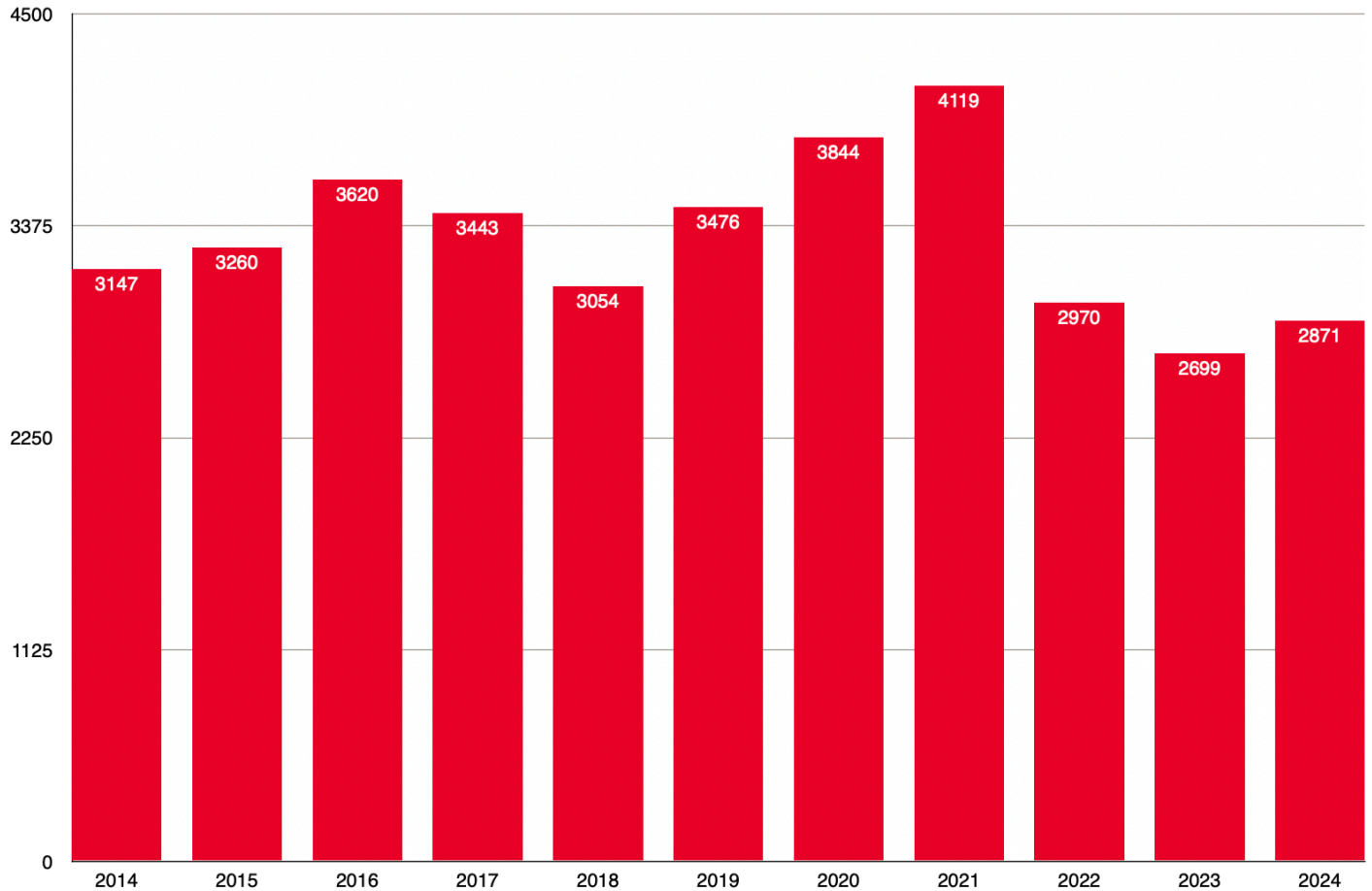
MARKET DOMINANCE



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



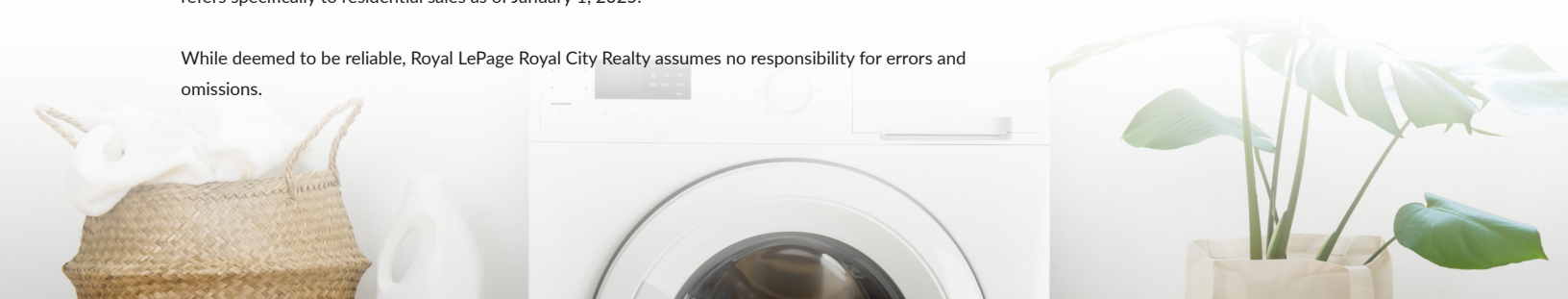
10 YEAR MARKET ANALYSIS



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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